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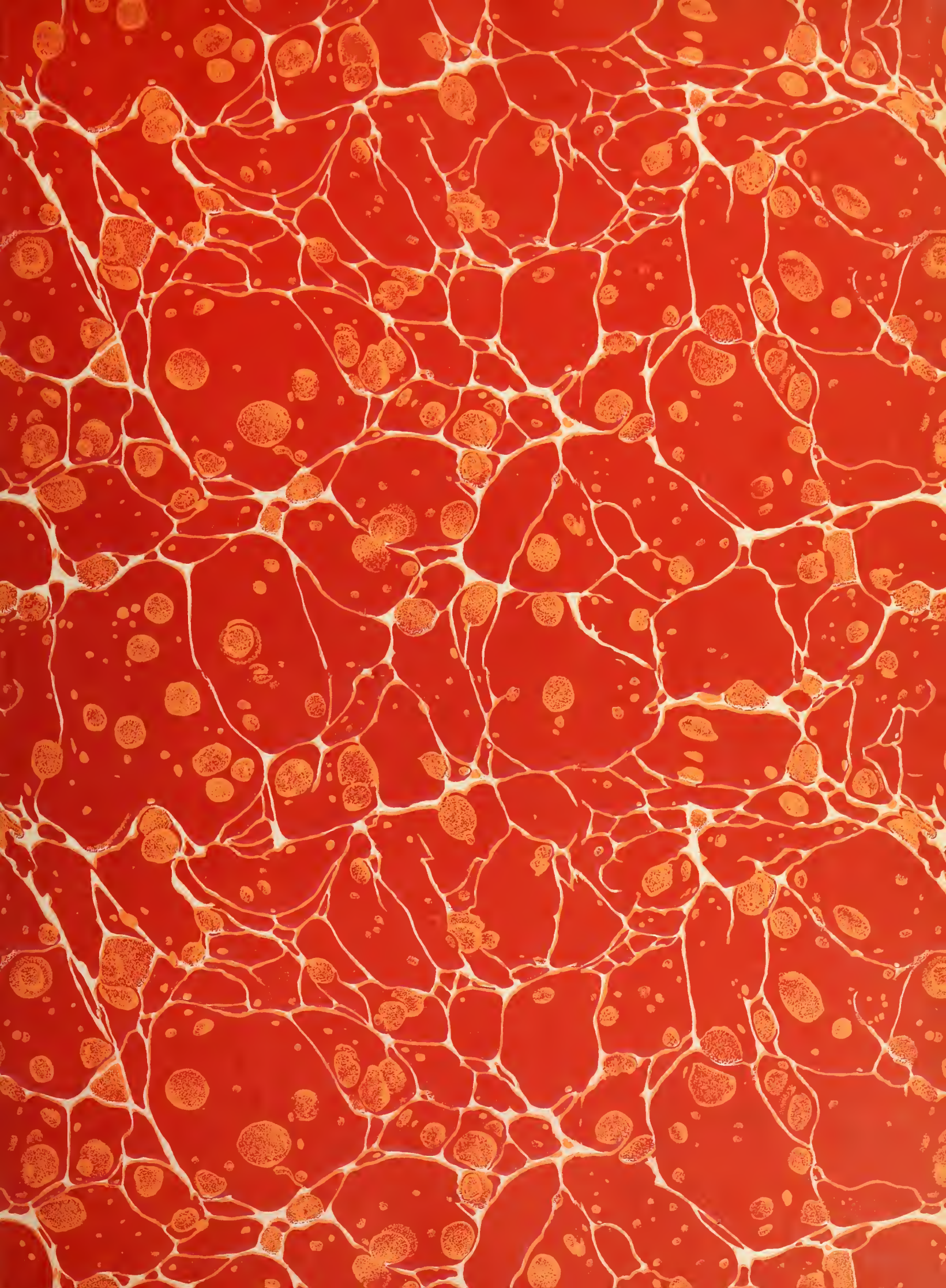
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MARKETING ACTIVITIES

AND OTHER ECONOMIC WORK

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON D. C.

January 4, 1933

Vol. 13, No. 1

AGRICULTURAL OUTLOOK TAKES THE SPOTLIGHT

An exceptionally brilliant spotlight is to be focussed on the agricultural outlook for 1933, as Federal and State agricultural economists all over the country are organizing their most intensive campaign against the controllable forces of the farm depression.

The national agricultural outlook conference will be held at the Bureau of Agricultural Economics in Washington, January 23 to 27, and a report will be issued on January 30. State colleges will hold local and regional outlook conferences and issue reports following the Washington conference.

Iowa State College has announced that the national agricultural outlook report will be adapted to Iowa conditions and a special Iowa agricultural outlook report will be released in February. Seventy-five special outlook meetings with farmers have been scheduled in Iowa from February 13 to March 10. Many other States are planning to take similar action in an effort to familiarize farmers with the basic facts in the agricultural situation that they may take action toward a better year in 1933.

Evidence accumulates of the widespread havoc that has been wrought throughout the agricultural industry. Reports from every section, says the Bureau of Agricultural Economics in a year-end symposium, detail the live-at-home program, the economies, the trend back toward a subsistence type of farming. Drastic retrenchment all along the line, in family living as well as in the farm business, is the farmer's main defense now, the bureau adds. And yet, it comments, from all quarters is confirmed the story of the migration from town back to the land, and agriculture once more demonstrates its capacity as an economic shock-absorber in time of trouble.

The State Statistician for Iowa has reported to the bureau, that "production of seventeen important crops is estimated at approximately 35 per cent larger than in 1931, and more than 1 per cent larger than the five-year (1927-31) average production. Our corn crop is nearly 40 per cent larger than last year's and over 30 per cent larger than the 1927-31 average. What are farmers going to do with their corn crop? Sell a little, feed some to livestock, and hold a larger proportion until a more favorable price level is reached."

From Kansas comes the report: "The outstanding feature of the 1932 crop season was the marked decline in production of winter wheat. The gross return to growers was less than \$35,000,000, - materially less than the return from any crop since 1902. The acreage harvested was the smallest in seven years. The wheat crop brought into the State roughly \$54,000,000 less this year than last, which, with the decline of \$32,000,000 from meat animals, makes a total of \$86,000,000 less than last year from these items alone and probably points to a gross farm income for the year, of around \$150,000,000, compared with \$251,000,000 in 1931. There was a further decline in land values, additional foreclosures, and a continued back-to-the land movement, primarily in the eastern half of the State."

From Texas: "There was a decrease in yields of major field crops of Texas compared with a year ago, with the exception of the principal feed crops. While cotton is yielding 12 pounds per acre less than last the yield is approximately 20 per cent above the ten-year average of 126 pounds. Lower yields and prices are offset to some extent by a lower cost of production. Farmers are doing their own work wherever possible. The live-at-home sentiment is strong and farmers are striving very hard to make their farms provide all the necessary food and feed for their families and livestock."

The farm price index on December 15 was back to its June depression low of 52 per cent of pre-war.

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PENNSYLVANIA FARM CREDIT IN CRITICAL SITUATION

The agricultural credit situation in many sections of Pennsylvania has become the most critical of all time in the past half century, says Pennsylvania Department of Agriculture. An analysis of returns from crop reporters in the State indicates "a most unfortunate situation in many districts, especially in the northern, western and central portions of the State. The section southeast of the mountains is less seriously affected.

"Two out of every three rural communities, on the average," the department continues, "report perplexing problems arising from delinquent taxes. In some areas from 50 to 70 per cent of the farm taxes have not been paid. Only the extreme leniency of county officials and the absolute lack of bids for farms when forced sales are attempted, have saved thousands of farmers on the tax problem alone. In almost three out of every four communities, farm property owners are reported as not able to meet mortgage obligations with the result that foreclosures have been numerous. Leniency by mortgagors in granting extensions on both interest and principal payments has been the only salvation of many of these financially burdened farmers.

"Local credit machinery for farmers is practically at a standstill in many localities of the northern half and southwestern quarter of the State. Even in the best agricultural sections, less than 40 per cent of the farmers reported local credit adequate for mortgage renewals."

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NEW YORK SEES REVIVALOF STATE'S TURKEY INDUSTRY.

A new Cornell bulletin predicts that turkeys will be taken off the list of luxury meats and that turkey growing will return to New York State. The authors, L. E. Weaver and E. Y. Smith, say the revival of the turkey business is possible because of new developments and findings in the control of the more serious diseases. They report one grower who raised 93 per cent of the turkeys hatched.

Farmers in New York State are cautioned, however, to consider that grain is cheaper in the middle west than in New York, although local growers have local markets and metropolitan centers nearby. Because turkeys can be shipped cheaper than grain, it is stated, the western grower is able to under-sell the eastern grower and still make a profit. On the other hand buyers prefer freshly-killed, home-grown turkeys.

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NEW JERSEY FARMERS HITBY ECONOMIC DEPRESSION.

Effects of the economic depression were felt keenly by New Jersey farmers in the last twelve months, when their gross income dropped from \$77,000,000 in 1931 to \$60,000,000 in 1932, according to A. G. Waller, New Jersey Experiment Station. Prof. Waller presents a picture of farm prices that declined 20 to 25 per cent to fall below pre-war levels, of mounting mortgage indebtedness and tax delinquency, of lessened demand for farm products, and of most fixed charges remaining at the high levels of more prosperous days. In 1929, the gross farm income in New Jersey was \$106,000,000.

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FRUITS AND VEGETABLESSITUATION DURING PAST YEAR.

Probably the outstanding feature of 1932 in fruit and vegetable markets, says the Bureau of Agricultural Economics, was the apparently reduced buying power and generally decreased demand for most products, except where there was a temporary shortage. Prices to growers were low for nearly all products. Rail shipments were considerably lighter than the year before, but movement by motor-truck increased in some districts. Combined production of ten important fruit crops was about 10,245,000 tons, or 15 per cent less than in 1931. Commercial production of truck crops for shipment to market as fresh stock reached a new peak this year. Considerable quantities were left unharvested for lack of a paying market. Acreage of truck crops for canning or manufacture was reduced by about one-fourth from last year's plantings.

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LOW FARM INCOME NOT DUETO INCREASE OUTPUT.

Production of farm products in the United States has not increased in recent years, and consequently the reason for the collapse of the farmers' income must be sought elsewhere, according to Dr. L. J.

Norton, Illinois College of Agriculture. The college has just released a preliminary report entitled: "Trends in Production of American Agriculture, 1919-1931, and Certain Facts About Corn."

Because there has been no recent increase in production, Dr. Norton says that "comprehensive remedies for the farm price situation must be broader than reducing production or broadening the utilization of farm products."

Grain production, he says, has been going down since 1919, although there was a brief upswing from 1926 to 1928; meat production has tended to decline since 1924. "In the case of corn," he adds, "there is nothing in the production figures to explain a 15-cent price."

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HONEY-CREAM, a new product developed by Illinois College of Agriculture, already has found a market, says the College in a new bulletin. Honey-cream is a combination of high-test sweet cream and strained honey and is suitable for use as a spread on bread, biscuits, and waffles. No butter is needed with it.

FARMERS in four counties in Eastern New Mexico are cooperating with New Mexico Extension Service in keeping cost records of their dairy herds.

KEEPING a mortgage debt of twice that of 1914 in good standing with the average prices of farm products about half what they were in 1914 is the task that many farm owners in Iowa are facing as the year 1933 begins, says Iowa State College. A bulletin on the "Iowa Farm Mortgage Situation From 1915 to 1932" has just been issued by the College.

CORNELL will hold its twenty-sixth annual farm and home week at Ithaca, New York, February 13 to 18. Money stabilization, finance, and proposed farm relief legislation will be among the features. Roadside markets, public markets, and outlooks for fruit, vegetables, potatoes, and poultry will be discussed.

IOWA reports that high producing poultry flocks returned about 50 per cent more "margin" between total expenses and total receipts than the average flock listed in the calendar report for November.

MIMEOGRAPHS now available from the Bureau of Agricultural Economics include: "Rural Industries in Knott County, Kentucky"; "Publications Relating to Farm Population and Rural Life, Issued at the Various State Colleges of Agriculture"; "Marketing Imperial Valley Lettuce, 1932 Season"; "The Long-Staple Upland Cotton Situation"; "Standardization and Inspection of Farm Products", an address by C. W. Kitchen, assistant chief of bureau".

"LIVESTOCK TRUCKING IN MISSOURI" is the title of Bulletin 317 issued by Missouri College of Agriculture.

RECENT farmers' bulletins issued by the U. S. Department of Agriculture include "High-Grade Alfalfa Hay - Methods of producing Baling and Loading for Market", and "A Simple Way to Increase Crop Yields."

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U. S. Department of Agriculture

January 11, 1933

Vol. 13, No. 2

ILLINOIS HAS PLANTO AID TENANT FARMERS.

Illinois has 20,000 cash rent tenant farmers who have been hit hard by record low prices for farm products. To aid these tenants, H. C. M. Case, Illinois College of Agriculture, has devised a plan which provides for adjusting the cash rent to the present sale price of the same quantity of the same products needed to pay the rent during the period from 1921 to 1930. Changes in prices of farm products would determine how much rent is to be paid.

Case gives an example of how the plan would work out, for instance, on a farm where practically the entire income was from the sale of milk. During the period from 1921 to 1930 the Illinois farm price for whole milk was \$2.34 a hundred pounds. The farm was renting, say, for \$7 an acre. The rent on each acre would be equivalent at 1921-1930 prices to almost 300 pounds of milk. Three hundred pounds of milk at the present time would be worth \$4.56, on the basis of an average farm price of \$1.52 a hundred for the past twelve months. Tables have been prepared showing the amounts of different products which were worth a given amount on the basis of 1921-1930 prices. Whether prices rise or fall, the rental would be adjusted to the changes.

LOUISIANA "BALANCESITS BOOKS" FOR YEAR.

About the biggest thing this year which will react to the great credit of Louisiana agriculture, reports B. B. Jones, Louisiana Extension Service, is the passage of the legislation needed to get cattle tick eradication started. Vats are now being built and dipping work will start in the Spring.

The sugar industry, Mr. Jones continues, has very well demonstrated its ability to produce a record crop and do it more economically than ever before; the vegetable industry has made decided progress this year in improving the grading, packing and inspection of shipments going to northern markets; the live-at-home practice for Louisiana farmers has become more firmly entrenched than ever before and "our farmers will have more home produced food to eat this coming year than they have ever had"; during the year, various vegetable crops have sold at very remunerative prices.

On the debit side, Mr. Jones reports that strawberry growers had a very bad year, largely due to freezes, poor berries and low prices; thousands of cotton and rice farmers have been hard pressed to meet fixed expenses; many farmers were hampered in marketing their cattle, due to quarantine regulations; most farmers have had little cash with which to pay taxes, interest and capital indebtedness.

LAND BANKS WILL NOT
PRFSS NEW JERSEY DEBTORS.

Representatives of the Federal Farm Loan Board and of Land banks at Rochester, New York, and Springfield, Massachusetts, has told the Emergency Farm Mortgage Committee recently appointed by Governor Moore of New Jersey, that the policy of the land banks is to be lenient with mortgagors and to avoid foreclosures if possible. The land banks at Rochester and Springfield hold approximately 18 per cent of New Jersey farm mortgages.

"Any man who is a good farmer and is willing to try to pull through will receive all possible cooperation from the Joint Stock Land Bank," the committee was assured by John G. Hibbard, vice-president and treasurer of the New York Joint Stock Land Bank at Rochester. "The bank," he said, "will be glad to submit for consideration by the committee any case of foreclosure in New Jersey that it is contemplating."

After considering various angles of the New Jersey situation, the committee will meet on January 20, to determine what report shall be made to Governor Moore in response to his request for an early statement on the situation.

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ALABAMA OFFERS FARM
SUGGESTIONS FOR 1935.

Alabama Extension Service is telling farmers in that State that "in making plans for farming this year the paramount fact to consider is that low-cost production is essential to net profit. Farm prices are expected to continue on a low level through 1933. Overhead operations should be conducted so as to reduce cash expenditures to the lowest minimum."

With a view to low-cost production and minimum cash expenditures, Alabama county agents are suggesting that each farm family have a good garden and keep it producing throughout the year, two cows to supply milk for the family; fifty or more hens comfortably housed, wisely managed, and properly fed for eggs and meat; potatoes, fruits, and other things to supply food for the family; an abundant supply of corn, hay, and other feed, and plenty of pasture. Poultry, says J. D. Pope, economist at Auburn, constitutes the brightest spot in the Alabama agricultural outlook for 1933.

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ILLINOIS TO DISCUSS WAR
DEBTS AND PRICES WITH FARMERS.

War debts, corn and hog prices, and land utilization will be discussed at the thirty-fifth annual Farm and Home Week, January 16 to 20 at Illinois College of Agriculture. The remainder of the educational program for the week will be taken up with 29 short courses arranged by different departments of the college to further more effective marketing, cut production costs, improve the quality of farm products, eliminate losses and wastes. Harper Sibley of Sibley Farms, Sibley, Ill., and of Rochester, N.Y., will explain international factors affecting prices of corn and hogs, and what shall be done about the war debts and the farmer's interest in the question will be taken up by James W. Garner, head of the department of political science at the University of Illinois.

PENNSYLVANIA REQUIRES
MARKING OF APPLES.

So that consumers may know just what they are buying, Pennsylvania apples packed in closed baskets, cartons, boxes, or barrels must be marked with the true name of the variety, the minimum size, or numerical count, and the name and address of the person by whose authority the apples were packed.

Georga A. Stuart of Pennsylvania Bureau of Markets says that the law providing for the marking of closed containers has been on the statute books since 1917, "but it appears that there are many growers and dealers who are not familiar with its provisions." The purpose of the act is to prevent deception or fraud due to the placing of inferior apples in a closed package. The law makes it clear that the shipper, the consignor, or seller, whether wholesalers, jobbers, or commission men are each and all responsible for the marking of the packages.

The law does not require that any particular grade be stamped on the package, but if any of the United States grades are used, the contents must comply with the requirements specified for that grade marked on the package. Mr. Stuart says that inspectors from the bureau are checking on shippers and dealers to see that the law is fully observed.

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IOWA LIVESTOCK ASSOCIATIONS
URGED TO REORGANIZE.

Reorganization and strengthening of livestock marketing associations in Iowa so as to give farmers the best possible service was discussed by Iowa cooperative livestock shippers in annual meeting in Des Moines, recently.

Knute Espe, secretary, reported that selling by local associations through district sales agencies has proved beneficial because these district units have better contacts with a wider range of markets. Associations selling through the Des Moines sales agency have netted 10 to 20 cents per hundred increased return after the sales expense of the district agency was deducted, he said.

W. R. Johnson, president of the organization, urged "organization of district selling agencies by groups of local associations, who would elect their own officers and manage the district unit."

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NORTH CAROLINA ISSUES
SUGGESTIONS TO TOBACCO GROWERS.

A printed leaflet that contains twenty suggestions "that may be helpful to tobacco growers in 1933" has just been issued by North Carolina Extension Service. Among other things, it is suggested that "each grower keep down his acreage of tobacco to what can be handled properly", that growers "grade according to government grades before offering tobacco on markets", and that tenants be required "to plant a garden and produce pork, poultry, potatoes, peas, etc., in sufficient quantities for home use."

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THE INDEX of the volume of exports of farm products in November was 120 per cent of pre-war. Cotton exports continued to bolster the exports index, since if this commodity is omitted the index of exports would be only 85 per cent of prewar.

NEWS BRIEFS

CANNERS are buying an increasing share of their fresh fruits and vegetables on the basis of grades developed by the Bureau of Agricultural Economics. approximately 275,000 tons of fruits and vegetables - principally tomatoes - for canning or manufacture, having been inspected on the basis of United States grades during the fiscal year ended June 30, 1932.

SAVINGS and improvements which the year's research developed to help Illinois farmers rebuild their cash income to a normal figure, provide consumers with higher-quality food and benefit the general welfare are announced in the forty-fifth annual report just issued by Illinois College of Agriculture.

STORING bruised or skinned potatoes at temperatures up to 60 degrees F. will substantially lessen shrinkage losses such as occur with potatoes kept at cooler temperatures, says the U. S. Department of Agriculture.

COTTON ginned up to the 1st of December was considerably lower in grade but only slightly different in staple on the average from that ginned up to the corresponding period last year, says the Bureau of Agricultural Economics.

IMPERIAL VALLEY cantaloupes are now a \$10,000,000 annual crop, reports the University of California. Expansion of the industry, from 297 cars in 1905 to 25,000 cars in 1932, has been aided by development of varieties that ripen early, have high eating quality, and withstand shipment to eastern markets.

NEW YORK Department of Agriculture has just issued Bulletin 267, entitled "Statistics Relative to the Dairy Industry in New York State, 1931-1932". R. L. Gillett, agricultural statistician in that State, suggests that "persons other than of New York might be interested in the publication."

"MARKETING EGGS" is the title of a revised farmers' bulletin just issued by the U. S. Department of Agriculture. The author is Rob R. Slocum of the Bureau of Agricultural Economics.

ILLINOIS College of Agriculture announces the issuance of a publication entitled "Corn: Ways of Using as a Low-Cost Food". The author tells how to cook and use the whole grain and how to convert cracked and ground corn and cornmeal into thrity attractive dishes. A similar publication on wheat is available.

"GEOGRAPHIC Distribution of Staple Lengths of American Upland Cotton - Crops of 1928, 1929, and 1930," is the title of a mimeographed report just issued by the Bureau of Agricultural Economics.

SELLING 58,201 carloads of oranges, lemons and grapefruit during the past season, California Fruit Growers Exchange reports that the sales and advertising cost totalled but 5.92 per cent of the \$59,856,459 f.o.b. income received for their large crop.

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MASSACHUSETTS ANALYZES
SPENDING OF TAX DOLLAR.

More than 90 cents out of every local tax dollar, or 90.9 cents, went in 1931 for local purposes; of the remainder, 5.8 cents went for county tax, and 3.3 cents for state tax, according to a study made by the economics department of Massachusetts State College. During the year 1929, 77 cents out of every dollar expended in the state was expended by city and town, 17 cents was for state work, and 6 cents for county work.

The dollar of all Massachusetts governmental units in 1929 was spent as follows: education 27.1 cents; highways 12.1 cents; fire and police protection 10.8 cents; public welfare 8.5 cents; health and sanitation service 6.2 cents; public service enterprises 4.5 cents; care of mental diseases 3.3 cents; general government 3.1 cents; courts 1.7 cents; correction work 1.4 cents; interest and debt payments 16.1 cents, and miscellaneous 5.2 cents.

In 1931 real estate provided 50.8 cents of every dollar of revenue; tangible personal property tax provided 6.4 cents; receipts from municipal public service enterprises 7.1 cents; miscellaneous municipal receipts 7.4 cents; income tax 5.8 cents; motor vehicle excise tax 2 cents; motor vehical fees, fines, etc. 1.9 cents; gasoline tax 3.5 cents; business corporation excise 3 cents; miscellaneous tax receipts 3.7 cents; inheritance excise 2.8 cents; public service corporations excise 1.4 cents; insurance excise 1 cent, and all others 3.2 cents.

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MARYLAND IMPROVES APPLE
GRADING AND PACKING.

Shipping point inspection of apples in Maryland is not merely a certification of the packed and loaded product, but a service designed to assist grower and shipper in grading and packing his product so as to bring the greatest net return from the market, says Maryland Department of Agriculture. The result, it is stated, is that the number of cars failing to grade as marked has decreased materially in the last three years. Of the apples inspected in western Maryland last year, 94.6 per cent graded U. S. No. 1 or better, and 5.4 per cent U.S. No. 2 or Utility. No cars failed to grade as marked. The grade defects found in all cars inspected averaged 3.3 per cent, which is but a fraction more than one-half the percentage of defects allowed in the tolerance. Export form certificates were issued on 74.8 per cent of the total cars inspected.

ILLINOIS ADVOCATES USING CORN AS "CHEAP FUEL".

Current record low prices for corn might be improved if even a small portion of the country's three billion bushels was burned for the cheap heat that this grain will now provide, says E. W. Lehmann, Illinois College of Agriculture.

A ton of common Illinois coal costing \$5 furnishes no more heat than 50 bushels of ear corn worth around \$6, Mr. Lehmann declares in a special report on the subject. "Furthermore, if the farmer burned the corn, he would be saved the expense of shelling the grain and hauling it to town and the cost of getting the coal back."

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NEW JERSEY WANTS REAL ESTATE TAXES REDUCED.

Tax delinquency has increased greatly in New Jersey's rural areas because taxes have trebled since 1915 and interest charges have doubled as a result of a 100 per cent increase in mortgage indebtedness since 1910, according to A. G. Waller, New Jersey College of Agriculture. He points out that while these two fixed charges have been increasing, receipts for farm products have slumped to a point where 1932 prices were 15 to 20 per cent below pre-war levels.

Professor Waller recommends that "all interested parties should get together and establish a revised taxing system which would recognize that real estate is now bearing too large a portion of taxation, and that, after all possible economies have been effected, our present system still would be bearing too heavily on real estate."

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ALABAMA HOLDING OUTLOOK MEETING FOR FARMERS.

Beginning early in January, county and community meetings are now being held through Alabama to discuss important facts concerning the outlook for farming in 1933. The county agents are in charge, assisted by district agents and extension specialists from Alabama College of Agriculture. The last of the series will be held early in February. Farmers, bankers, and business men are reported to be attending the meetings.

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CHICAGO GETTING MANY POTATOES BY MOTOR TRUCK.

Motor truck receipts are becoming an important factor in the Chicago potato market, and local carlot receivers are inclined to view the situation with some alarm, as it is cutting in on their business to a very noticeable extent, reports the Chicago office of the Bureau of Agricultural Economics. On a recent day the truck receipts totalled 30 cars, principally from Michigan and Wisconsin. This stock is delivered to jobbers' stores at about 5 cents per cwt. less than the local carlot price, and considering the 5 cents per cwt. drayage cost, jobbers are able to buy

the trucked-in stock at about 10 cents per cwt. less than carlots on track. Fully 75 per cent of the trucking is said to be done by growers and by small truckers with headquarters in the producing areas.

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CALIFORNIA SEES "LIGHT"

ON FARM SITUATION IN 1933.

Looking forward to 1933, we can see several factors which shed an optimistic light on agriculture for southern California, says the Agricultural Department of Los Angeles Chamber of Commerce.

It is stated that California growers have cut their costs of production to a minimum, and "given any appreciable rise in commodity price levels, agriculturists will be able to place this increase on the credit side of the ledger." It is suggested that "perhaps this increase will come during 1933 from the supply situation. Stocks of most commodities are at lowest levels in years, and without a doubt, financial stringencies will mean lower production of many commodities this twelve months' period. The carryover of canned and dried California fruits has been almost eliminated. So," the department concludes, "if purchasing power is not materially lower, California agriculture is now in a position to realize some profit for the coming year's operations."

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ILLINOIS SAYS CATTLE INDUSTRY

INJURED BY "IMPROPER JUDGING."

The country's beef cattle industry, which in some years past has brought farmers gross income of around a billion dollars, has been done much injury through the growing practice of judging fat steers entirely on the basis of their slaughter merit, says R. R. Snapp, Illinois College of Agriculture. The practice, he declares is misleading 4-H calf club boys and girls, who "have been given the idea that size and ruggedness in beef steers are undesirable. A large steer of correct type is much to preferred to a noticeably smaller one when other factors like age, quality and condition are approximately the same in both cases."

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MANY FARMS LOST BY DEFAULTS

DURING FIVE-YEAR PERIOD.

Nine and one-half per cent of the farms in the United States changed hands through foreclosure of mortgages, bankruptcy, default of contract, sales to avoid foreclosure, surrender of title, or other transfers to avoid foreclosure, during the five years ended March 1, 1932, according to the Bureau of Agricultural Economics, in its annual survey of the farm real estate situation, just issued. In addition, sales on account of tax delinquency affected $3\frac{1}{2}$ per cent of the farms, and there was a turn-over of 11 per cent through voluntary sales and trades.

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TENTATIVE STANDARDS for grades of canned apple sauce have been issued by the Bureau of Agricultural Economics.

NEWS BRIEFS

PENNSYLVANIA Department of Agriculture says that the percentage of farms mortgaged in Pennsylvania is 31.6, the lowest of any leading agricultural state with the exception of Ohio.

ANALYSTS at New York Experiment Station seed laboratory examined 3,828 packets of various kinds of vegetable seeds, recently, and found that 1,681 packets, or 43.9 per cent, contained impurities of one kind or another, and that 2,147 packets contained a trace or negligible amounts of inert material and no seed impurities. A total of 165 different weed seeds and other crop seeds was found in the 3,828 samples.

NEARLY eight million "New England Quality" labels or tags have been sold up to December 1, 1932.

"CONNECTICUT Yellow Tagged Turkeys" are now being offered at the lowest price on record, the new schedule announced by the Connecticut Turkey Producers' Association, Inc., calling for a top retail price of 38 cents per pound for Connecticut Native Fancy Grade Turkeys under eighteen pounds bearing the official yellow tag, and 33 cents per pound for turkeys eighteen pounds and over of the same grade.

NO CITY or borough in Pennsylvania can levy or collect a license fee from any farmer for selling his own produce "in or about the streets" of the city or borough, because such a levy is specifically prohibited by State Law.

RADIOCASTS now available in mimeograph from the Bureau of Agricultural Economics include:

- "The Trend of Milk Production," by J.B. Shepard
- "Egg Production Trends," by S.A. Jons
- "The December 1 Report on Hog Production," by C.L. Harlan
- "December Egg and Poultry Markets," by B.H. Bennett
- "December Dairy Markets," by L.M. Davis
- "The December Grain Market," by G.A. Collier
- "Comments on the General Agricultural Situation," by A.B. Genung
- "The Hay Market Situation," by W.A. Wheeler
- "Economic Services for Modern Farmers," by Nils A. Olsen
- "Farm News from Foreign Lands," by L.A. Wheeler
- "Grade, Staple, and Tenderability of Cotton," by W.B. Lanham.

"MAKING WOODLANDS Profitable in the Southern States," is the title of farmers' bulletin 1071 just issued by the U.S. Department of Agriculture; and "Experiments in Wheat Production on the Dry Lands of Oregon, Washington, and Utah", Technical bulletin 329.

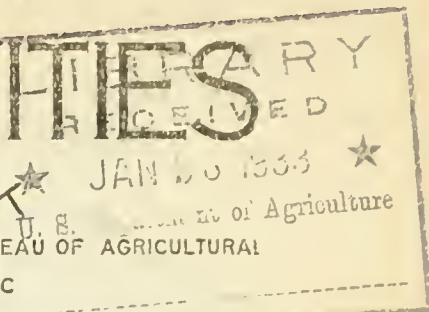
MARKETING DEALS now available in mimeograph from the Bureau of Agricultural Economics include "Marketing Louisiana Strawberries, 1932 Season," and "Marketing Washington Potatoes, 1931-32 Season."

FARM REAL ESTATE taxes per acre in 1932 were 20 per cent below the 1929 peak, but were approximately double the 1913 tax per acre, in 23 States surveyed by the Bureau of Agricultural Economics.

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January 25, 1933

Vol. 13, No. 4

NORTH DAKOTA REPORTS ON
STUDY OF LIVESTOCK SHIPMENTS.

The number of carloads of cattle, sheep and hogs marketed from North Dakota during the period of 1920 to 1931 ranged from 12,019 in 1921 to 26,278 in 1931, reports Alva H. Benton in Bulletin 262, entitled "Carload Shipments of Livestock from North Dakota Farms," recently issued by North Dakota Agricultural College.

Mr. Benton says there has been a definite upward trend in the number of hogs marketed since 1921 and in the number of sheep since 1922. Cattle shipments reached the high point in 1926, fell until 1930, but increased in 1931.

Transportation of livestock to market by truck, he declares, began in a small way in 1921 when a packing plant was opened at Grand Forks, North Dakota. The volume reaching the market through the trucking method was only 2 or 3 per cent of the total livestock shipments for the State until 1926 when it increased due to the fact that late in 1925 Armour and Co. began to operate a plant at West Fargo.

The proportion of North Dakota livestock reaching market by truck is reported to have increased year after year since that time, and in 1931 it made up 23.6 per cent of the total.

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SOUTH CAROLINA REPORTS
LARGE FARM TAX DELINQUENCY.

"While no accurate figures are available on the amount of farm taxes which are delinquent, it has been determined that South Carolina sheriffs have been asked to collect a total of nearly \$4,500,000 due the state and counties in back taxes on June 30, 1931," according to G. H. Aull in Bulletin 285, entitled "The Taxation of Farmers in South Carolina" just issued by South Carolina Experiment Station.

"This amount," Mr. Aull says, "does not include \$500,000 listed as 'nulla bona' during the year nor similar large amounts charged off the books during the years just preceding. These figures represent approximately one-fourth of all taxes levied against property for state, county, and school purposes during the year 1931."

Mr. Aull declares that "the farm tax problem is primarily a local one, since less than 10 per cent of the receipts from property taxes find their way into the state treasury. The remainder is spent by the counties and by the elementary and high schools."

U. S. Dept. of Agriculture Library,
Attn., Miss Trolinger,
4 K Washington, D. C.

NEW JERSEY TO APPOINT
COUNTY "MORTGAGE" AGENTS.

Appointment of county representatives to facilitate the work of the Emergency Farm Mortgage Committee in New Jersey has been ordered by Governor Moore of that State. These representatives will be charged with keeping the committee informed on cases of proposed mortgage foreclosures in the various counties and with assisting the committee in considering applications for assistance.

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PENNSYLVANIA GETS LOWER
EXPRESS RATES ON EGGS.

Rate cuts of far-reaching significance to the poultry industry in Pennsylvania have been announced by the Railway Express, according to Pennsylvania Bureau of Markets.

Charges to New York City from many points throughout northeastern, central and northern Pennsylvania have been reduced to 25 cents a case; in west-central, to 30 cents, and in the northwest section to 40 cents. The new rates represent a 50 per cent cut from previous rates.

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CONNECTICUT FARMERS INCREASE
PRODUCTION OF MOST PRODUCTS.

Connecticut farmers endeavored to counterbalance the low prices of the past year by increasing the production of practically every agricultural product, except tobacco, says Connecticut Department of Agriculture, citing figures compiled from 3,272 subscribers of the Connecticut Market Bulletin. The statistics show that acreage was not only increased last year on many crops but that the intended acreage, especially of potatoes, for 1933 is far above the 1932 figures.

Commissioner of Agriculture, S. McLean Buckingham, says that this is not a complete survey but that the percentages can be considered reliable as to the trends indicated. One hundred and four farms out of a total of 183 reported intentions to increase tobacco acreage 8.3 per cent this year; 385 farms intend to increase potato acreage 20.8 per cent above that of last year, and 979 farms intend an increase of 4.5 per cent in vegetable acreage.

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NEW MEXICO ESTIMATES RETURNS
FROM HYPOTHETICAL FARM.

In order to help farmers make farm organization plans that will give best results with prices such as prevailed during 1932, New Mexico Extension Service has prepared information that will show the estimated returns that may be secured from an 80 acre farm in the Mesilla Valley when operated under eight different farm organization plans. The material is available for general use by extension workers.

MASSACHUSETTS SURVEYS QUALITY
OF EGGS IN GROCERY STORES.

A wide difference between the price and value in eggs and the superiority of values represented by branded or trade-marked eggs was found by a class in poultry marketing at the Massachusetts State College recently, when the students made a study of several different grades of eggs purchased at chain and locally owned groceries.

The students, under the supervision of John H. Vondell, prepared a score card, assigning values to such characteristics as weight, cleanliness, internal quality, size of air cell, and uniformity of size and color. Eggs which could not be faulted on any of these characteristics were assigned a value of 53 cents, which was the retail price of Massachusetts Special eggs at that time.

The highest quality eggs available were those sold as Massachusetts Specials, bearing the label provided by Massachusetts Department of Agriculture. These eggs had a quality rating of 52 cents, while priced at 53 cents. The best values for price were trade-marked brands of cold storage eggs, handled by a local store. These eggs were priced at 33 cents and had a quality value of 43 cents. Another lot of trade-marked cold storage eggs handled by a chain store sold at the same price and had a quality value of 39 cents. A third lot of cold storage eggs, handled by a second chain store, also sold at 33 cents, but had a quality rating of 25 cents. This poor value was attributed to careless grading for size and quality before the eggs were put in storage.

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IOWA SAYS THERE WAS MONEY
IN POULTRY LAST YEAR.

Lower feed prices and good care and management by poultry keepers during 1932 resulted in a labor income of 60 cents per hen despite a decrease in average egg production of nine eggs per hen, according to the annual report of 50 calendar record flocks just released by Iowa Poultry Extension Service. The labor income for 1931 was 90 cents per hen.

The income above feed cost for the average record flock was \$1.47 per hen in 1932 as compared with \$1.73 the preceding year. The average feed cost the past year was 97 cents per hen as compared with \$1.50 in 1931. Inventory losses, because of lower value of the stock and equipment on hand, helped lower the labor income.

The high producing flocks averaged 168 eggs per hen and returned a labor income of \$1.06 per bird as compared with 105 eggs and 23 cents labor income per hen for the low producing flocks.

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WILLIAM A. GRAHAM has been re-elected Commissioner of Agriculture for North Carolina, for the ensuing four years, his term to expire to January 1937.

AN ANALYSIS of proposed California farm marketing legislation, dealing particularly with economic and legal aspects of contemplated plans, is being made by Dr. E. A. Stokdyk of the University of College.

IOWA REPORTS ON FARM MORTGAGE SITUATION.

On December 31, 1889, the farm mortgage debt in Iowa was \$149,-457 000. On October 15, 1932, the debt stood at \$1,082,882,000. Although prices of farm products were practically the same in both years, the debt was over seven times as large in 1932. This contrast, say William G. Murray and Ronald C. Bently in Circular 142, entitled "Iowa Farm Mortgage Situation", just issued by Iowa Experiment Station, sets forth the pressing problem of farm mortgage debts as we enter the year 1933.

In 1914, it is stated, the land mortgaged in thirteen Iowa townships constituted 38 per cent of all farm land; in 1920, 47 per cent. The circular discusses debt per acre of mortgaged land, debt per acre on individual farms, first and junior mortgage debt, purpose of loans, forced sales and debt reduction, and distribution of debt by lenders.

The circular is one of a series dealing with the present agricultural emergency in Iowa. They include: "The Situation Today"; "The Causes of the Emergency"; "The Voluntary Domestic Allotment Plan"; and "Control of the General Price Level."

In the latter publication it is stated that "the general commodity price level is shifting downward to a lower range than that of 1922-1929. Some cyclic recovery of prices from the bottom of the depression may be expected to take place, but the disturbing thing is that nobody knows whether we have yet reached the bottom."

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CALIFORNIA SAYS GAP MUST BE CLOSED BETWEEN PRICES AND COSTS.

"American agriculture faces the problem of determining how to close the gap between prices of farm products, now at 55 per cent of the pre-war averages, and farm costs at 140 per cent," says H. R. Tolley of the Giannini Foundation in a report of the agricultural situation.

Dr. Tolley names the following factors as operating to maintain the disparity between agricultural and non-agricultural prices:

"Relatively high costs of processing and transportation; sharp curtailment in industrial production, tending to increase unemployment and reduce purchasing power; inability of agriculture to make drastic adjustments in output; shift in population from cities to farms; increased farm production abroad; slowing down in rate of population growth."

He recommends "policies and measures designed to strengthen co-operation among nations in dealing with basic world problems; modification of policies of economic isolation; further development of federal land banks; governmental aid in supplying short-term credit; reduction of taxes on large amounts of land; reduction in transportation costs; new land policy; stimulation of cooperative marketing and participation in group selling by a much larger proportion of farmers; continued research and education on a wide range of farm problems.

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"AMERICAN TOBACCO TYPES, USES AND MARKETS" has been issued as Circular 249 by the U. S. Department of Agriculture.

MARKETING ACTIVITIES

AND OTHER ECONOMIC WORK

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON D. C.

February 1, 1933

Vol. 13, No. 5

FARM MARKET WAITS ON REVIVAL OF INDUSTRIES.

Improved demand for farm products waits on the recovery of heavy industries where a large part of the unemployment exists, according to the annual "Farm Outlook Report" issued on January 30 by the Bureau of Agricultural Economics

The bureau sees some possibility of improvement in the economic situation during the 1933-34 season and in demand for farm products, especially if there should be an easing of the strangulating effects on our foreign trade arising out of unstable currencies, international debts, and trade barriers.

"Disorganized currency systems, exchange control, trade barriers and restrictions of all kinds," says the bureau, "are tending to hold back any appreciable revival in international trade. Effective international action this year directed towards facilitating international payments, the stabilization of currencies, and the moderation of trade barriers would give a strong impetus toward economic recovery throughout the world."

Credit Limited

Funds for mortgage loans are scarce, the loanable resources of country banks have further decreased since a year ago, and credit from merchants and dealers also is likely to be more limited during 1933 than in 1932, the report says. Farmers are reported to be "decidedly curtailing their expenditures for goods used in production" and no increase in farm wages is regarded as likely "until there is a material improvement in industrial employment or in farm prices." Lower retail prices of machinery and fertilizers are expected this year.

Wheat Stocks Would Be Reduced

"Substantial reduction of present burdensome stocks of wheat," says the bureau, "is likely to wait upon increased consumption rather than upon curtailment of the world wheat area. The immediate market outlook for wheat in the United States is dependent to an unusual extent upon the acreage sown to spring wheat. If world consumption can be maintained at an average level of about 3,800,000,000 bushels, or increased slightly, present world acreage levels would, in the absence of material shipments from Russia, permit of a fairly rapid reduction of stocks."

U. S. Dept. of Agriculture Library,
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Cotton Textile Stocks Low

Cotton textile stocks in the United States at the end of 1932 were much lower than at the end of any of the preceding five years, says the bureau, but "the estimated world supply of American cotton for 1932-33 is only slightly less than the record supply of the preceding season, and more than twice the world consumption of American cotton during 1931-32."

Commercial Vegetables

The market outlook for commercial vegetables this year is reported to be "even less favorable for producers than the situation during the past two years." Potato growers have indicated intentions to cut the acreage of potatoes about 3 per cent this year, but the bureau says "the decrease in acreage is likely to be offset by higher yields."

Many Meat Animals

The supply of meat animals on farms January 1, 1933, in terms of total live weight of cattle and calves, sheep, and hogs, is reported to have been larger than on that date a year ago. "The larger numbers of cattle and calves more than offset a decrease in sheep, and there was little change in the number of hogs. The supply of meat animals has gradually increased during the last five years and is now about 10 per cent larger than in 1928."

Feed is Plentiful

The livestock feeding situation for the 1932-33 season the bureau finds characterized by large supplies of home grown feed grains, slightly below average supplies of hay, no acute shortage of feed in any large area and extremely low prices for feed crops. The number of livestock on feed this winter is below average, it is stated, and hogs and cattle now being marketed are being fed to heavier than average weights.

More Slaughtered Cattle

Slaughter supplies of cattle and calves this year are expected to be somewhat larger than in 1932, but slaughter of hogs under Federal inspection during the remainder of the present marketing year, ending September 30, 1933, is expected to be somewhat smaller than in the corresponding period of 1932, with all the reduction occurring during the four months, January to April.

Milk Production Increase

The bureau sees possibility of a moderate increase in milk production this year since the number of cows on farms is greater than ever before and the supply of feed grains is the largest in the past twelve years. Dairy men are reported to be depending largely upon home-grown grains and to be buying less high protein feeds to balance rations.

Production of chickens and eggs this year is expected to be somewhat larger than in 1932.

News Notes

FARM FLOCK OWNERS and other poultrymen of Illinois, who sell about 102,000,000 dozen eggs a year, can get a higher price for their product and find a surer market if they will cater to the growing demand for quality eggs, says Illinois College of Agriculture in a new circular: "Producing and Marketing Good Eggs," just issued.

CONNECTICUT POULTRYMEN may turn to auction marketing, forecasts Connecticut Department of Agriculture, citing the success that New Jersey poultrymen have had with this method of selling.

NORTH DAKOTA barley growers were advised by a Minneapolis barley merchant, at the recent Farmers' Week in that state, to "consider the needs of the malting trade," because, "the ordinary market pays 10 to 15 cents more a bushel for a high class of malting barley than for ordinary feed-stuff."

A "BUY CAROLINA" MOVEMENT is advocated by Roy S. Dearstyne, North Carolina Extension Service, "under which plan poultrymen of the State would consider buying their chicks in this State before yielding to the blandishments of low prices from cheap hatcheries in other States."

TEACHING UNEMPLOYED to be self-sustaining, preservation of surplus food products, individual and community barter, and close cooperation between existing agencies and county commissioners, are recommended in a report on relief and unemployment by Washington State Extension Service.

POLICIES AND ACTIVITIES of California Division of Markets have been set forth in a mimeographed report now available from that Division

MORE THAN TEN THOUSAND New York State farms receive about a million dollars from the annual maple sugar crop, says J. E. Davis, New York College of Agriculture. One New York farmer made 150 gallons of syrup from his twenty-acre sugar bush last season at a cost of \$1.40 a gallon, and sold the syrup at \$1.75 a gallon.

SYNDICATED newspaper articles on "food and economy", signed by William B. Duryee, Secretary, New Jersey Department of Agriculture, are being issued by that department. The articles feature New Jersey products; they tell consumers what to buy and when to buy.

ONE of the greatest needs in electric poultry incubators is a humidifying device which will keep the relative humidity in the machine automatically within the narrow limits of a desired percentage, says Dr. L. W. Taylor, California College of Agriculture.

ECONOMIC RESEARCH PROJECTS paragraphed by Iowa Experiment Station in its report for the year ended June 30, 1932, just published, include: "Farm Efficiency Factors as Revealed by Simple Farm Accounts"; "Stock-Share Farm Leasing"; "Packer Demand for Iowa Hogs"; "Seasonal Fluctuations in Grain Prices"; "Marketing Movement of Hogs in Selected Localities"; "Direct Packer Buying"; "The Motor Truck in Livestock Marketing"; "Farm Mortgages and Land Values"; "Recent Trends and Present Status of Farmers Elevators."

MANY POULTRY FLOCKS in North Dakota would be reduced in size if more poultry raisers kept records on their flocks, says F. E. Moore, North Dakota Agricultural College. Many poultry flocks are too large and unprofitable as home flocks and too small to be profitable as commercial flocks, he says.

"SPOILAGE of Stone Fruits on the Market," is the title of Circular 253, just issued by the U. S. Department of Agriculture. A study of car-lot inspection certificates of the Bureau of Agricultural Economics, shows the spoilage in transit to be largely caused by decay in the form of brown rot and Rhizopus rot, according to the circular.

MUSHROOM GROWERS must meet many of the same economic difficulties that confront the producers of other perishable crops, says Edmund B. Lambert in Circular 251, "Mushroom Growing in the United States," just issued by the U. S. Department of Agriculture. The cost of production is difficult to predict and the sale price is almost entirely out of the grower's control, Mr. Lambert says.

FEW INNOVATIONS in mechanical farm equipment have created as much intense interest as the introduction of low pressure, pneumatic tires for tractors, says Illinois College of Agriculture. It is suggested that wheelbarrows be equipped with balloon tires.

APPROVED AND OBJECTIONABLE twine for tying fleeces are set forth in an illustrated two-page mimeograph by James W. Christie of the Bureau of Agricultural Economics.

A SUMMARY of standard grades for fire-cured tobacco (U. S. Types 21, 22, 23, and 24) can be obtained from the Bureau of Agricultural Economics.

"MARKETING ARIZONA LETTUCE, Spring Season 1932," is now available in mimeograph from the Bureau of Agricultural Economics.

GOVERNMENT LICENSES under the Perishable Agricultural Commodities Act, administered by the Bureau of Agricultural Economics, are held by 15,413 produce dealers, brokers, and commission merchants.

BRITISH RESTRICTIONS on imports of beef from South America have been the outstanding development of recent months in the international beef and cattle situation, says the Foreign Agricultural Service of the U. S. Department of Agriculture. The new British policy, it is stated, might be expected to divert Canadian cattle and beef and New Zealand beef away from American markets; on the other hand, a restricted British outlet for South American beef makes the United States market more important to exporters in Argentina, Uruguay and Brazil.

COPIES of the Universal Cotton Standards will be approved at the Fifth Biennial International Universal Cotton Standards Conference to be held at the Bureau of Agricultural Economics in Washington, D. C., March 13. The meeting will be attended by representatives of the nine European cotton associations, representatives of the Department of Agriculture, and representatives of the American cotton industry.

MARKETING ACTIVITIES

AND OTHER ECONOMIC WORK

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL
ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON D. C.

February 8, 1933

Vol. 13, No. 6

CANNERS STUDY PRICEFACTORS IN MARKETING.

Price analysis studies by the Bureau of Agricultural Economics in connection with canned vegetables occupied a large part of the program of the National Canners Association, Canning Machinery and Supplies Association, and National Food Brokers Association in annual convention at Chicago, January 23 to 27. Production and demand factors in the canning industry were discussed by several speakers who cited statistical data compiled by the Federal bureau and presented analyses of the various factors.

Carlos E. Campbell of the Bureau of Agricultural Economics explained that the bureau's study of the factors that cause prices of canned vegetables to fluctuate was conducted for each of the canned vegetables by comparing the size or amount of each of the price-influencing factors with the average market price for each of the eleven years, 1921-22 to 1931-32. He said that the stimulating effect on price caused by a short pack is often offset by low consumer purchasing power, as in the case of peas in 1931-32; that a combination of a large pack and low consumer purchasing power usually causes prices to decline to lower levels than if only one of these factors were operating to depress prices. The 1931 corn pack, which amounted to more than 19,000,000 cases, was accompanied by low consumer purchasing power, and prices of canned corn were the lowest on record. Prices of canned peas in 1931-32 were low when the pack was short, partly because of low prices of canned corn and other canned vegetables and partly because of very low employment, Mr. Campbell said.

A mimeographed report of the research, entitled "Canned Vegetable Prices", may be obtained from the Bureau of Agricultural Economics.

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IOWA SAYS FARM PRICES"LIKELY TO HOLD".

Farm commodity prices are not expected to get worse - judging from the present situation - but little if any improvement can be expected, says Iowa Extension Service in its outlook report for 1933. Iowa farmers are being told that "the best way to increase net profits this year is to lower their operating costs and other expenses." The Iowa economists conclude that "expansion or increase in production in any field probably would have a depressing effect on prices; the difference between incomes from different enterprises are not enough to warrant much changing from one to another."

TWELVE YEARS OF FLORIDA
WHITE EGG PRICES.

Highest egg prices on the Jacksonville (Florida) market occurred in November during the period 1921 to 1931 inclusive, but last year the highest prices were registered in December, according to R. W. Risher, marketing specialist, Florida Department of Agriculture.

The average of prices for the five months of November in the period 1921 to 1925 was 63.7 cents per dozen, and the average for five Decembers in that period was the next highest with a price of 60.7 cents per dozen.

The average November price during the period 1926 to 1930 was 54 cents per dozen, but the month of October was second best in that period. Prices in December began to show a heavier decline than in former years, due possibly to the fact that better feeding and breeding brought hens into production earlier in the fall.

In 1932, the peak of prices was reached in December, attributed in part to smaller storage holdings, fewer eggs laid per farm flock, and reduced shipments from the west.

Risher says that "with practically no eggs in storage, production about normal and conditions improving, and the ratio between feed prices and egg prices in favor of poultrymen, the future should be kind to producers."

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EXCHANGE LIST SERVES
AS BARTER MEDIUM.

North Carolina farm people are engaging in barter through the advertising medium of the "Agricultural Review" published semi-monthly by North Carolina Department of Agriculture, says the "Review" editor. In order to secure the necessities of farm life, he says, "our people are exchanging merchandise in many cases where it is impossible to buy or sell outright. A perusal of the special notices run during the past year will bear this out very forcibly."

A weekly radiocast over Station WPTF, covering activities of the department, market prices, and reports on production, movement, and other phases of the marketing situation, has been a feature service of the North Carolina Department of Agriculture the last five years.

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NEW JERSEY REPORTS
PROGRESS ON POULTRY PROGRAM.

Approximately 85,000 New Jersey chickens in 145 breeding flocks were inspected by New Jersey Department of Agriculture between September 1 and January 1, in connection with the department's program of improving breeding flocks and facilitating the marketing of New Jersey poultry products. A total of 78,372 birds in flocks throughout the State passed the inspection and were tested for pullorum disease. The department says that the poultry program has given New Jersey poultrymen in the baby chick industry "a reputation for producing the finest young stock available anywhere. Last spring 2,096,645 baby chicks were produced from flocks under the supervision of the department, and they brought considerably higher prices than chicks from uninspected flocks."

FINDS VEGETABLE VARIETIESSUITED FOR "QUICK FREEZING".

Varieties of peas commonly grown for canning are not as suitable for commercial freezing as are the high quality market garden varieties, according to Prof. C. B. Sayre, New York Experiment Station, reporting the results of "quick freezing" experiments. The chief objection to the canning varieties for freezing, he says, is that they are generally a pale gray-green in color and do not make as attractive a pack as do the large-seeded market garden peas with their bright emerald green color. Thomas Laxton, Gradus, and Telephone are reported to have proved especially well suited to quick freezing.

Among the corn varieties tested, good strains of Evergreen, Cross-green, Red Evergreen, and Golden Bantam were found to make "especially attractive and fine-flavored frozen products, both as cut corn and on the cob." The Station is studying, also, the bacteriological and physiological phases of the quick freezing process.

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IOWA EXPLAINS DROPIN EGG PRICES.

Uneasy trade sentiment and lessened consumer buying with a high January production of eggs in the Middlewest account for the extreme drop in egg prices in the middle of January, says W. D. Termohlen, Iowa Extension Service.

Termohlen says that some of the large eastern buyers and distributors have reported that consumption of eggs decreased with the relatively high retail prices in December and early January; then with unseasonably warm weather in January, the production of eggs increased practically to February and March levels in the Middlewest. Low Pacific coast production, however, held total receipts down.

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CALIFORNIA DEVELOPSNEW CANNED FRUIT DRINKS.

Development of peach and apricot canned juices or beverages has been announced by the fruit products laboratory of the University of California. The process consists of steaming the halved apricots or peeled halved peaches to destroy oxidizing enzymes, and thus protect natural vitamins. The fruit is then passed through a juice extractor, and a finely divided puree is obtained. To two parts of this puree is added one part of pure cane or beet sugar syrup which is said to give the product the proper consistency and flavor for use as a beverage.

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VERMONT SELLING MAPLESYRUP GRADING SETS.

New maple syrup grading sets are being sold at 25 cents each by Vermont Department of Agriculture. Farmers are being told that sets in use more than two years have probably faded and new sets should be bought.

News Notes

POTATOES from Spain and the Canary Islands can now be imported into the United States the Federal Bureau of Plant Quarantine has ruled.

WORLD COTTON consumption this year is expected to increase over that in 1931-32, says the Bureau of Agricultural Economics. Domestic consumption during the first five months of the 1932-33 season was 7 per cent more than the corresponding period last season, and the bureau says that "the increase over last season should become greater as the season advances."

POTATO PRODUCTION this year may be as large as last year's crop, on the basis of smaller acreage and increased yields, says the Bureau of Agricultural Economics. The bureau estimates that the harvested acreage this year "seems likely to be only 3 per cent smaller than the acreage harvested in 1932."

TWO FERTILIZER distributing machines to control accurately the placement of fertilizer in cotton planting under a variety of conditions have been designed by the Federal Bureau of Agricultural Engineering.

COMBINED volume exports of 44 farm products in December were 16 per cent above pre-war shipments, but less than in November, and less than in December a year ago when the volume was 43 per cent above pre-war exports, reports the Bureau of Agricultural Economics.

THE INDEX of farm prices of 27 agricultural products reached a new low point at 51 per cent of pre-war on January 15, despite price advances on fifteen commodities from December 15 to January 15. The index on January 15 a year ago was 63 per cent of pre-war.

"METHODS AND COSTS of Turkey Production, 1931," is the title of a mimeographed report just issued by the Bureau of Agricultural Economics. Other recent titles are:

- "Suggestions for an Ordinance to Establish, Locate, Regulate and Maintain a Public Farmers' Market."
- "Loan Operations and Liquidity Requirements of an Iowa Bank."
- "Marketing Eastern Shore Strawberries, 1932 Season."
- "Marketing Florida Celery, 1932 Season."
- "Driven-In Receipts of Livestock, 1932."
- "Marketing Eastern Shore Cucumbers, 1932 Season."
- "Printed Publications Issued by the Bureau of Agricultural Economics."
- "References on the History of Agriculture in the United

RADIOCASTS now available in Mimeograph from the Bureau of Agricultural Economics are:

- "The Tobacco Outlook," by C. E. Gage
- "The Cotton Outlook," by A. W. Palmer
- "The Farm Labor, Equipment, and Fertilizer Outlook," by M. R. Cooper.
- "The Agricultural Credit Outlook," by Normal J. Wall.
- "The Foreign Demand Outlook," by L. A. Wheeler
- "The Wheat Outlook," by E. J. Working.

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MARKETING ACTIVITIES

AND OTHER ECONOMIC WORK

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ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

February 15, 1933

Vol. 13, No. 7

NEW JERSEY OPPOSED TO
FORECLOSURE MORATORIUM.

The New Jersey Emergency Farm Mortgage Committee recently appointed by Governor Moore of that State is opposed to a general moratorium on farm mortgage foreclosures. New Jersey Department of Agriculture has announced. Such a moratorium would be undesirable, the Committee believes, "because it would not be fair to all parties concerned, it would tend to stop the flow of credit to the agricultural industry, and would tend to increase interest delinquencies."

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NEW HAMPSHIRE MARKETS BUREAU
AIDING MAPLE PRODUCERS.

A series of meetings intended to aid producers of maple syrup and sugar in producing and selling their products is being held this week cooperatively by New Hampshire Department of Agriculture, New Hampshire Extension Service, and Farm Bureaus. The practical experience of farmers engaged in this industry, State grades, and the use of the New England Label will be featured at the sessions. Producers are invited to bring samples of their products for grading and display.

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NEW ORLEANS A GOOD
MARKET FOR CALVES.

New Orleans is looked upon as being about the best market for calves in the entire country, according to B. B. Jones, Louisiana Extension Service. Mr. Jones says that while cattle receipts have declined sharply at the New Orleans stockyards the past three years, the receipts of calves have increased. During 1932, the total receipts of calves at the local yards were 90,693 head. Receipts from Louisiana have decreased from 37,679 in 1928 to 22,979 in 1932, but receipts of Texas calves increased from 18,525 in 1928 to 51,738 in 1932. Ten States besides Louisiana ship calves to the New Orleans market. Mr. Jones says that tick quarantine regulations have seriously hampered Louisiana producers in taking advantage of the good market for calves at New Orleans.

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MARYLAND Department of Markets will furnish to anyone on request a list of standard weights for grain, hay, straw, and produce in that State.

U. S. Dept. of Agriculture Library,
Attn., Miss Trolinger,
4 K Washington, D. C.

NORTH CAROLINA BUREAU
HAS EGG MARKETING PLAN.

A proposed plan for marketing quality eggs in North Carolina has been published by North Carolina Division of Markets. The author, L. C. Salter, Marketing Specialist, explains in the introduction that "the purpose of this pamphlet is to set forth a plan of marketing quality eggs, with suggestions whereby farmers, through their mutual exchanges and other organizations, with the cooperation of the various agencies in the State and others interested, may work together for the upbuilding of the poultry industry in North Carolina."

The plan is the result of a study of quality egg marketing work in other States, "with the intent of securing the best phases of each, combining them under one plan and applying the plan, in so far as practical, to the type of agriculture in North Carolina." It includes suggestions for farmers' associations, for producers, and for retailers and consumers.

Mr. Salter says that "briefly, the plan calls for exchanges and other associations to make provisions for and to receive, candle, grade and pack eggs in standard cartons or in cases for sale in either local or distant markets; or to hold in storage for future sales in local or nearby markets; and to return to the producers the price received less handling charges and other deductions by the marketing association."

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ROADSIDE MARKETING IS
IMPORTANT IN MARYLAND.

Roadside marketing is developing rapidly in Maryland, according to Maryland Department of Agriculture. Evidence of this was brought out at a meeting of owners of roadside markets held in Baltimore recently. One woman reported that the farm stand which she operates in Montgomery County, adjacent to the District of Columbia, brought their farm more than \$150 in December alone. Another woman, with a similar enterprise at Ellicott City, near Baltimore, reported the development of a business which has become so large that her husband now takes part. Another woman said that the sale of small cartons of hot hominy, at five cents a carton, though not profitable in itself, has brought much trade for other things to her stand. The Maryland group adopted resolutions looking to the forming of an organization and asking the State for a certification system.

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MOTOR TRUCKING TO
LOS ANGELES INCREASING.

Seventy per cent of all fruits and vegetables unloaded in Los Angeles markets last year was carried by motor truck, an increase of 5.7 per cent over 1931, reports the agricultural department of Los Angeles Chamber of Commerce. The Chamber says that according to a recent report of the Federal-State market news service, 88 per cent of the fruits and vegetables consumed in Los Angeles last year was produced in California, and over 50 per cent within 100 miles of the city. The total consumption was 61,997 carloads.

NEW ENGLAND GROWERS AGREE
ON STANDARD APPLE CRATE.

An apple crate 11 by 14 by 17½ inches, with a net capacity of 2,645 cubic inches was agreed upon as being the most desirable container at a meeting of twenty-five representatives of fruit growers' organizations in Massachusetts, Vermont, New Hampshire, Connecticut, and eastern New York, held at Springfield, Massachusetts, February 7. One representative demonstrated that 18 to 20 different crates varying in dimensions and capacity are being used today by fruit growers in the Hudson River Valley alone, and it was shown that still greater variations exist in the other States. These crates, intended to hold approximately a bushel of apples, varied in content from 2,300 to more than 3,000 cubic inches.

The crate agreed upon is to be known as the "Approved Eastern Apple Crate". The use of crates for apples has increased greatly in New England and New York the last two seasons.

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ILLINOIS SAYS BUYING POWER
OF HOG RAISERS CAN BE INCREASED.

Possibilities of boosting the annual net return and bolstering the buying power of Illinois swine raisers by the sum of almost \$13,500,000 even under present low prices for hogs have been demonstrated on thousands of farms during the past year by means of an economical pork production program sponsored by Illinois College of Agriculture, says E. T. Robbins, livestock extension specialist.

Economical pork production as demonstrated in the extension service plan emphasizes both swine sanitation and economical feeding, the latter being based on balanced rations mixed from farm grains and low-cost protein supplements. Sanitation, says Robbins, has proved that it combined savings and gains of about \$1.35 in growing a hog even under present prices, and the economical feeding gains another \$1.35.

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MILK MARKET DEMORALIZED
BY "CUT-THROAT" COMPETITION.

Leading dairymen from New Jersey counties declared at a closed meeting at New Brunswick, New Jersey, February 9, that a strike in New Jersey "would be suicidal to the producers", reports New Jersey College of Agriculture.

It was generally agreed at the meeting that "little hope for improvement in prices could be held out until organized selling methods eliminate the 'cut-throat' competition which has demoralized the milk market in the New York Milk Shed." It was pointed out that the great increase in the number of small distributors, principally in the last year, has created chaotic conditions in the New York market because of the unwillingness of these small distributors to cut prices below those of long-established dealers in efforts to make sales. This difficult situation could be overcome, the dairymen stated, by more united action among dairy farmers which would give them more voice in the selling price of their product.

NORTH DAKOTA FINDS
WHEEDS A "HEAVY TAX".

Dockage, extra freight costs, and loss of feed - all on account of weeds - cost farmers of North Dakota at least \$1,500,000 on the 1930 wheat and flax crops alone, says B. N. Geiszler, North Dakota Experiment Station.

The dockage in wheat as delivered at local elevators for that year, he says, was 4.8 per cent, and for flax 17.2 per cent. The total dockage marketed in the two crops was 6,500,000 bushels. Freight costs on this dockage from North Dakota to Minneapolis totalled approximately \$750,000. The value of the feed shipped out in the form of dockage was \$971,000. In most cases nothing was received for the feed, even though freight charges were paid on it from farm to market.

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IOWA OUTLOOK MEETINGS
ARE UNDER WAY.

The latest information regarding the farm business situation and the probable production and demand for Iowa farm products during 1933 is being presented in a series of outlook meetings in 75 counties of Iowa, starting this week. Iowa State College has announced.

This is the largest number of county agricultural outlook meetings ever scheduled in Iowa. The long-time trend in farm production and possible adjustments which farmers may make to increase net returns during the coming year will be discussed. The facts used will be based on the Iowa Agricultural Outlook Report made up by economists at Iowa State College following the National Outlook Conference in Washington, D. C. late in January.

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NEW ENGLAND SAYS PRICES
TO CONTINUE LOW THIS YEAR.

Continued low prices for both the things that farmers sell and the things that farmers buy is the outlook for New England agriculture this year, according to the New England Research Council on Marketing and Food Supply.

Massachusetts State College says that "the most cheering section of the report is that which indicates that feed, fertilizer and seed prices this year are lower than last, for the most part, and supplies are abundant so there is little danger of increase. The lowered prices enable farmers to cut costs of production materially. The supply of milk in the Boston area is expected to be about the same as last year's, but consumption during January, as indicated by receipts, was 10 per cent below the same month last year. This lowered consumption is expected to continue."

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"UNITED STATES STANDARDS for Grades of Canned Corn - Cream Style" have been published by the U. S. Department of Agriculture in Service and Regulatory Announcement 139, just issued. Four grades are enumerated - U. S. Grade A, U. S. Grade B, U. S. Grade C, and Off-Grade.

MARKETING ACTIVITIES

AND OTHER ECONOMIC WORK

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PENNSYLVANIA MARKETS BUREAU

REPORTS PROGRESS OF SERVICES.

A marked increase in services dealing with standardization in the work of the Pennsylvania Bureau of Markets the last two years is reported by George A. Stuart, director, in the latest biennial report of the Pennsylvania Department of Agriculture. The inspection of fruits and vegetables for certification of grade, he says, increased 92 per cent in the last two years; inspection of cannery products increased 341 per cent over the preceding biennium, and inspection of birds in poultry flocks and hatcheries increased 83 per cent. Producers and shippers who request such inspection pay fees which cover the approximate cost, it is noted.

Non-fee producing services of the Bureau have also increased, Mr. Stuart declares. Grades for green string beans were formulated and grades for eggs established during the past two years. Specifications for flour and feed to be made, in part, of Pennsylvania-grown wheat and to be used by State institutions, were worked out, and it is expected that "the home consumption of our wheat will thereby be increased." The Bureau, cooperating with producers of fruits, vegetables, poultry products and honey, has adopted a State trademark for selling quality products, packed in conformity with official grades.

Market Reporting

Marketing reporting services are operated in the five most important markets of the State - Philadelphia, Pittsburgh, Scranton, Wilkes-Barre, and Lancaster - on a daily basis, but the services at Scranton and Wilkes-Barre are the only ones maintained entirely by the Pennsylvania Bureau. The U. S. Department of Agriculture bears the major share of the expenses for the cooperative market news service at Philadelphia and Pittsburgh, and shares in the expense at Lancaster. Market reporting at Scranton and Wilkes-Barre cover the fruit, vegetable, butter and egg market; at Lancaster it covers the livestock market; and at Philadelphia and Pittsburgh, the livestock, fruits, vegetables, dairy products and poultry products markets.

Approximately ninety newspapers in Pennsylvania and an equal number in adjoining States have carried the market reports of one or more of the branch offices during the past two years. Five radio stations also disseminate the reports daily.

Shipping Point Inspection

"Federal-State inspections at shipping points, appear to have reached the peak of their usefulness, particularly if the trucking of

Pennsylvania crops continues to increase in the future as it has in the past," Mr. Stuart says. "Many of the truckers place partly or poorly graded products on the markets in this and in other states, and the effect of dumping excess quantities of poorly graded produce on the markets is to depress prices and to narrow down the demand for higher quality goods."

Many defects, he reports, caused inspected apples, peaches and potatoes, to grade lower than U.S. No. 1 during the 1931-32 season. Mechanical injuries were mentioned on 48 per cent of the apple certificates, on 21 per cent of the peach certificates, and 20 per cent of the potato certificates.

Public Markets

Continued increase in the number of farmers' markets in Pennsylvania is reported. In this movement, the Bureau aids operators in solving problems in construction, refrigeration, lighting and heating, stand rentals, sanitation, merchandising, and plant improvements. One hundred thirty farmers' markets, of which sixty are under roof and the remainder are curb markets, are in operation in the Commonwealth.

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NEW ENGLAND COUNCIL TO SURVEY ROADSIDE STANDS.

R. H. Underwood of the New England Council reported at a recent meeting of New England marketing officials that a questionnaire is being prepared for circulation among roadside stand consumers and buyers in an investigation of roadside marketing. He stated also that the Agricultural Committee of the New England Council is planning a conference with New England marketing officials for the purpose of discussing how the New England Marketing Program should be revised or adjusted in view of present economic conditions.

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PENNSYLVANIA FARMERS MAY SELL MEAT WITHOUT LICENSE.

Secretary John A. McSparran of the Pennsylvania Department of Agriculture has received reports from several places in that State "that farmers are being asked to pay a butcher's license sometimes as high as \$25, in order to sell their meat in town and city markets."

Secretary McSparran says "the law is very explicit that a farmer can sell his own produce without any such license, and every farmer in the State ought to stand on his right to do so. On the other hand, if a farmer buys cattle and hogs for butchering purposes, he then becomes liable to the butcher's license. If a farmer buys stockers and feeds them from two to five months or longer as is the custom with cattle feeders throughout our State, certainly that has a right to be recognized as his own product. He surely should not be required to raise the animals from a calf."

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ACREAGE CUT REQUIRED IN MAKING CROP LOANS.

Reduction of 30 per cent in the acreage planted to cash crops will be required this year of farmers who procure crop production loans, Secretary of Agriculture Arthur M. Hyde announced recently in making public the regulations governing the 1933 loans.

NEW JERSEY POTATO GROWERS
URGED TO REDUCE COSTS.

New Jersey potato growers must plan in 1933 to keep production costs down, grade the crop better, lengthen the marketing season to sell more potatoes locally, and improve the system of marketing, in the opinion of W. H. Martin, New Jersey Extension Service.

"New Jersey growers in 1933 must cater to local New Jersey markets more than ever before," he said, "because many of our distant and profitable markets are being rapidly closed to us. In past years many New Jersey potatoes were sold in Pittsburgh and other large markets of the west and south. Last year these markets were largely closed to Jerseymen because of larger plantings of potatoes replacing other crops in areas near those markets and because of lower freight rates from Maine's potato growing sections to southern points. These conditions will prevail this year and probably these distant markets will be even more restricted to Jerseymen.

"Certain marketing agencies can be eliminated without loss. A central price quoting agency is needed to prevent the price slashing which has forced prices downward to the detriment of growers."

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IOWA VIEWS PROSPECTS OF
HIGHER CORN PRICES.

Is the price of corn likely to rise during 1933? Geoffrey Shepherd of Iowa State College says this question must be divided into two questions in order to answer it adequately: First, are corn prices likely to improve from now until April 1? Second, are prices likely to increase from April to September?

In reply to the first question, he says there is a large quantity of corn stored in open cribs, and most of this corn should be moved before May because after May deterioration will be heavy. If this open crib corn is sent to the market before summer, as it should be, heavy receipts of corn are likely to keep the price from rising, he declares. If the 1933 corn crop is average in size, he says in reply to the second question, the seasonal rise in prices from April to September "should be greater than usual."

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ILLINOIS HAS "HENOCRACY".

"Henocracy" is the term that H. H. Alp of Illinois College of Agriculture applies to the new system under which hens are kept in individual metal coops assembled in battery form. He reports that at Miami, Florida, for example, 60,000 laying hens have been placed in batteries in a 500-room hotel. The hen is even deprived of an opportunity to admire her egg, for as soon as the egg is laid, it rolls into a trough to be gathered.

Much the same benefits which this close confinement gives in the form of disease and parasite control, he says can be obtained by Illinois flock owners by following the college's sanitation plan, details of which have been published by the college in Circular 374, "Keeping the Farm Flock Healthy."

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COMBINED WORLD CROPS of corn, oats, and barley reached record figures in 1932, exceeding the 1931 production by nearly 13 per cent. Farm animals won't go hungry.

NEWS BRIEFS

THE ATLANTIC STATES DIVISION of the National Association of Marketing Officials will hold its spring meeting at Washington, D. C., sometime near the Easter Holidays.

LABOR INCOMES on nearly 300 Maryland farms studied from 1928 to 1930, showed a return in 1928 of \$652; in 1929, \$156; and in 1930 a loss of \$559, reports Maryland Experiment Station.

"GET YOUR FACTS" says Ohio Experiment Station in a printed leaflet that tells what the State and Federal Government spends for agriculture.

STANDARDS for cabbage for sauer kraut manufacture (1933) have been issued by the Bureau of Agricultural Economics.

RECORDS kept on three groups of hens at North Dakota Agricultural College show that the highest producing hens returned more than twice the total egg income of hens of low production.

ILLINOIS AGRICULTURE may make some recovery before 1933 ends, through various governmental efforts combined with adjustments between prices and costs, charges and debts which went forward throughout 1932 and which apparently will continue through 1933, says Illinois College of Agriculture.

UNLOADS of forty-two kinds of fruits and vegetables in New Orleans last year totaled 6,044 carloads, against 6,322 cars in 1931, and 6,621 cars in 1920. Trucked in supplies, in addition, equalled approximately 4,000 carloads last year.

WALTER G. CAMPBELL, Director of Regulatory Work in the U. S. Department of Agriculture, has resigned that office to become Chief of the Food and Drug Administration in the department.

A NEW CHEMICAL METHOD of determining when pears in storage are likely to go "dead" and fail to ripen normally is being developed by fruit specialists of the U. S. Department of Agriculture.

BY MODIFYING the weight of gold in the dollar, any desired price level can be established and maintained, says George F. Warren, New York College of Agriculture.

REPORTS covering stocks of grain on farms will be issued quarterly hereafter as of January 1, April 1, July 1, and October 1, by the Government Crop Reporting Board. No report will be issued this year covering stocks of grain on farms and wheat in country mills and elevators, as of March 1.

HALF OF THE COUNTIES in the United States have been freed of bovine tuberculosis.

MORE THAN 200,000 individuals in California are attempting to weather the depression by bartering labor for the necessities of life, says Dr. B. E. Mallary, University of California.

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NEW YORK URGES FARMERS
TO CUT PRODUCTION COSTS.

The safest procedure for New York State farmers to follow in 1933 is to expect prices below the pre-war level, according to New York College of Agriculture in its outlook report just issued. The most important adjustment needed by New York agriculture, says the college, is a restoration of the price level to that in 1929, when farmers could pay their debts, taxes, and other fixed costs; these adjustments can not be made by the individual farmer, the authors add. "The adjustments that the farmer can make are to reduce costs of distributing farm products, to grow products with fewer hours of labor, and to find ways to reduce the cash outlay or to increase the farm income without spending more money."

Some of the other statements are: Many farm mortgages and notes are past due, but the person who holds the obligation may not be pressing the farmer for payment. Action on a past-due mortgage or note is likely to be started whenever the person who holds the paper changes his mind, or upon his death. To get debts into a long-time form, or to get written extensions on present mortgages is suggested as good business practice. The farmer who can sell some of his products for cash at a roadside stand, or in a public market, or who can deliver to consumers can collect a large part of the cost of distribution for himself. One of the best retail markets is the farmer's own family. The practice of having a well kept home garden, and the use of liberal quantities of milk, dairy beef, poultry and eggs, and firewood from the farm, means a saving in buying food and fuel at retail prices.

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CALIFORNIA DEAN SAYS FOREIGN
TRADE IS KEY TO PROSPERITY.

Prosperity cannot return without foreign trade, Dr. Henry F. Brady, Dean of the University of California college of commerce, declared at the California Foreign Trade Conference held recently at San Francisco.

Dr. Brady suggested the reciprocal quota as a part of international planning which would be a solution to present international trade problems. As a step toward economic recovery he offered the introduction of the trade agreements that would place imports and exports on a quota basis. Controlled distribution, he said, would work hand in hand with controlled production under this program of liberal attitudes toward the foreign trade interests of the United States. He cited, particularly, the dependence of California agriculture upon foreign trade.

WASHINGTON STATE REPORTS GROWTH OF BARTER THERE.

The wide divergence between low farm product prices and high costs of distribution, is causing a rapid development of local trading and barter in many areas, says R. M. Turner, extension economist, State College of Washington. Farmers, he says, are trading all manner of produce at stores in return for goods and professional services. Farm women have traded milk for music lessons, fruit for household help, walnuts for newspaper subscriptions, and sewing for use of a telephone. Exchanges of labor, horses, implements and other considerations are becoming common.

As a temporary expedient, he declares, many efforts at direct selling between farmers and consumers are being carried on, such as direct selling of meats, fruits and other produce. Near large cities, the movement has been in progress for some time in the form of roadside markets. Roadside marketing is growing and apparently has come to stay.

Farmers, he says, are cutting costs by making adjustments with their landlords for more equitable leases, doing their own repair work, reducing farming operations and adopting better management practices.

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MANY FARM PRODUCTS APPEARING IN NEW DRESS.

Reports from many sectors of the agricultural industry indicate unusual efforts to market farm products in new types of packages. Many products customarily sold in bulk, - potatoes, onions, oranges, - are being packaged in a bid for consumer preference. Consumer cartons are being used in marketing tomatoes, celery, and other products, and increasing use is being made of paper containers as shipping packages.

A report from the Chicago office of the Bureau of Agricultural Economics cites a recent experiment in packaging cauliflower in California. The cauliflower heads were first trimmed of outer jackets except for a few of the smaller tight-fitting leaves. The heads were then wrapped in oil paper and sealed in a pasteboard box that fitted neatly inside a wooden box, similar to the California peach box. Approximate dimensions were: length $20\frac{1}{2}$ inches, width $12\frac{1}{2}$ inches, and the ends were cleated, making a depth of about $6\frac{3}{4}$ inches. The sizes ranged from 11 to 18 head per box, and the car was loaded with about 1,000 boxes, shipped under standard refrigeration.

Chicago receivers stated, however, that the disadvantages of this pack are too numerous to make the method acceptable to the trade. They cited heavier shrinkage at shipping point, probably double the expense of packaging, and danger of rapid deterioration especially during warm weather. The chief advantage is a saving in freight charges.

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ILLINOIS REPORTS VOLUNTARY CUT IN GRAIN ACREAGE.

What amounts to a voluntary grain acreage reduction program will be put into effect by Illinois farmers this spring through a marked increase in the 1,500,000 acres or more of legumes they already are growing says J. C. Hackleman, Illinois College of Agriculture. Conferences held with farmers and farm advisers in twelve counties disclosed a decided trend toward an increase in legume acreage, he says.

IOWA ADOPTS NEW STYLE
IN PRESENTING OUTLOOK.

Iowa College of Agriculture has adopted a new method of presenting outlook material to farmers, in that favorable and unfavorable factors are cited briefly in parallel columns. These factors have been so classified as to refer to price only. Under each commodity, there is a summary statement which includes pertinent aspects of a general nature.

Following is a brief citation from the report (to illustrate the method):

THE DEMAND FOR AGRICULTURAL PRODUCTS

Favorable

Unfavorable

DOMESTIC

Financial conditions in some respects improved over those of a year ago.

Hoarded funds coming back into circulation.

Gold is returning from abroad.

Fewer banks suspended operations in 1932 than during 1931.

National morale, courage and confidence of people have improved.

Public is solving the problems of adjusting living to lower incomes.

Methods and machinery for debt adjustments are being organized.

Textile and shoe industries are operating above last summer's low point.

Stocks of consumers goods are unusually low.

DOMESTIC

General price level at lowest level so far reached in present depression. Is now approximately 90% of pre-war.

Industrial production, after an advance last summer due to increased activity in foods and textiles, is now near the low point of the depression or approximately 56% of 1932-25 average.

Building activity has declined to approximately 25% of the 1923-25 average.

Factory payrolls are 40% of the 1923-25 level. Total estimated number of unemployed - 11,500,000. Normal unemployment, 2,500,000)

Freight car loadings are approximately 58% of 1923-25 level. Estimated carloadings for first quarter 1933, 4% under same period a year ago.

Consumer incomes as measured by national income has declined from approximately 91 billion dollars in 1929 to 55 billion dollars in 1932.

The national budget still unbalanced and financial difficulties of smaller governing units most acute.

Raw material stocks have increased to new high levels. Lack of resources prevents use of available credit.

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U. S. STANDARDS for Asparagus (Fresh) have been issued by the Bureau of Agricultural Economics. United States Standards for grades of canned corn - whole-grain style, have been printed in Service and Regulatory Announcement 138.

THE BUREAU OF AGRICULTURAL
ECONOMICS SAYS:

Surpluses of wheat available for export or carryover in the four principal exporting countries on February 1 were slightly less than those of a year ago. "The July 1 accounted-for carryover may be smaller than it was in 1932."

China will import less rice this year because its 1932 crop was more than ten per cent above average production.

Florida celery growers, in one district, have plowed under a third of the celery crop that matured in the two weeks ended February 24. Solid rows of celery are plowed under or otherwise destroyed, as it matures.

Dairy products have assumed first place in the amount of gross farm income, a position formerly held by cattle, hogs, and sheep as a group. Livestock in 1932 was the second largest source of income, and vegetables third.

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BEST IOWA FLOCKS
RETURN INCOME ABOVE COSTS.

Best Iowa poultry flocks among fifty Iowa calendar record flocks for 1932 returned an income of \$1.43 per hen above all expenses last year, reports Iowa Extension Service.

The ten high profit flocks returned an income after all expenses, including interest and depreciation, were paid, of \$1.43 per hen as compared with a loss of 60 cents for the ten low profit flocks. The average of all flocks was a 60 cent profit.

The ten high profit flocks averaged 153 eggs per hen as compared with 108 for the low producing flocks. The average number of hens in the ten high profit flocks was 274 as compared with 146 in the low profit flocks. The feed cost per hen was highest in the low profit flocks, averaging \$1.15 per hen as compared with \$1.13 in the high profit flocks.

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MIMEOGRAPHED REPORTS recently issued by the Bureau of Agricultural Economics include: "Marketing Texas Tomatoes, 1932 Season"; "Marketing North Carolina Strawberries, 1932 Season"; "Dairy and Poultry Market Statistics, 1932 Annual Summary"; "Farm Real Estate Taxes, 1913-1930 - Kentucky and Average of 26 States".

RADIOCASTS now available from the Bureau of Agricultural Economics include: "February Livestock Markets", by C.V. Whalin and others; "Number of Milk Cows and Milk Production", by J.B. Shepard; "Landlord-Tenant Cooperation in 1933", by O.M. Johnson; "The Price Situation", by A.G. Peterson; "Poultry and Egg Trends", by S.A. Jones.

MAINE EXTENSION SERVICE has announced for distribution Bulletin 209B, entitled "Annual Extension Service Report, 1932"; Bulletin 192B, "Principles of Farm Management", and Bulletin 207B, "A Dairy Program for Franklin and Somerset Counties."

SEVEN TEXAS COUNTIES have been released from pink bollworm quarantine, the U. S. Department of Agriculture has announced.

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FLORIDA MARKETING BUREAUREVIEWS SERVICE ACTIVITIES.

The Florida State Marketing Bureau, in the fifteen and one-half years of its existence, has "touched in some beneficial way" - in the preparation, distribution, sale or exchange of farm produce - "agricultural products valued at more than one billion dollars," according to L. M. Rhodes, Florida marketing commissioner.

Market news has been furnished by the bureau since 1921, covering 98 per cent of the productive area of the State from nine different stations. Marketing information covering seventy million dollars to one hundred million dollars worth of Florida farm produce is distributed annually.

The bureau began Federal-State shipping point inspection for grade and condition during the season of 1922-23, and since then has assisted in the inspection of 73,681 cars of fruits and vegetables. Mr. Rhodes reports that the assistant commissioner, market news specialist, and office force, have given special marketing advice and assistance on the preparation, distribution and sale of 25,338 cars of fruit, and they have furnished market messages which were broadcast by nine different stations. Daily market information is provided through the cooperation of the Federal Bureau of Agricultural Economics and the Florida Marketing Bureau.

It is stated that of \$13,444,263 worth of farm implements and agricultural products which have been advertised in the bureau's for sale, want and exchange bulletin, during the last three and one-half years, actual sales or exchanges have aggregated \$9,794,647.

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PENNSYLVANIA OFFICIALSWOULD EXTEND EGG AUCTIONS.

Success of the egg auction system in Pennsylvania has caused marketing officials there to believe there is room for more auctions, according to Secretary John A. McSparran of Pennsylvania Department of Agriculture.

During 1932, the average price of the four top grades of eggs on the Doylestown (Pennsylvania) auction was almost three cents a dozen higher than the New York price, and over four cents above the Philadelphia price, he says. The five egg auctions now operating in Pennsylvania have

sold 1,256,370 dozens of eggs since the first auction was organized in 1931.

Improved quality of eggs is noted and attributed to the success of the auction system, Secretary McSparran reporting that "at one auction an increase of 38 per cent in number of eggs grading 'fancy' took place between October, 1931 and September, 1932. At the same time there was a decrease of 28 per cent in number of eggs going into the lower grades."

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MICHIGAN ISSUES REPORTS

ON COST OF PRODUCTION STUDIES.

Michigan State College has just issued in mimeographed form, reports on the cost of producing pullets on 51 farms in 1932; laying flock costs and returns on 44 farms; potato costs on 100 farms, and cost of producing beans on 65 farms. Copies of these reports may be obtained from Michigan Experiment Station, East Lansing, Michigan.

In the summary of the report on laying flock costs, it is stated that 40 farms averaged 220 hens and had a cost of \$529.73 per flock. Feed used constituted 41 per cent of the total cost, flock depreciation 26 per cent, labor 12 per cent, use of buildings and equipment 8 per cent, and other costs made up the remaining 13 per cent. The average total cost per hen was \$2.41 for the year. An average of 73 cents per hen was spent for feed, and 25 cents worth of home feeds were used. An additional 10 cents was spent for miscellaneous items. Flock depreciation amounted to 63 cents a hen, making a total of \$1.71 for cash expenses, home feed and depreciation.

The income per hen averaged \$2.38, so there was 67 cents a hen to pay for labor, use of buildings and equipment and other non-cash items. In the course of the year the hens ate 36 pounds of mash and 48 pounds scratch. It required an average of 1.9 hours to care for a hen during the year. The flocks had an average production of 157 eggs, or 13.1 dozens per hen. Of a total cost of 18.4 cents a dozen, feed accounted for 7.5 cents, flock depreciation 4.8 cents, labor 2.2 cents, use of buildings and equipment 1.5 cents, and other costs 2.4 cents.

The all-pullet flocks laid more eggs and made more profit than those flocks in which some old hens were kept in 1932. Poultrymen having an average of at least 40 per cent production during November, December and January made a profit of 1.7 cents a dozen, while those averaging under 20 per cent lost 3.8 cents a dozen.

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LOUISIANA SEES LITTLE

VOLUNTARY ACREAGE REDUCTION.

Indications are that there will be little voluntary reduction of acreage in Louisiana, reports B. B. Jones, Louisiana Extension Service. Farmers have the land, the labor, and the desire to get all they can under present conditions, he says, and "unless legal restrictions or tight financial restrictions are forced on them, there is little hope that there will be any widespread reduction in acreage. A great surplus of cotton is on hand and prices are at low levels, but such facts by themselves will not force farmers to reduce the cotton acreage to any extent."

RATES ORDERED REDUCED
AT NATIONAL STOCKYARDS.

An order prescribing maximum reasonable rates for selling and buying livestock on commission at National Stockyards, Illinois, effective March 30, has been issued by the U. S. Department of Agriculture. Market agencies have been ordered to file tariffs containing rates "not in excess of those found to be reasonable."

The rates now charged by Exchange members for selling straight car-loads of cattle are reduced from a minimum of \$15 and a maximum of \$18 to a minimum of \$12 and a maximum of \$15 per car. The new rates for a single deck of hogs are a minimum of \$9 and a maximum of \$11 as compared with a minimum of \$12 and a maximum of \$13 in existing tariffs. The rates on single deck cars of sheep are reduced from a minimum of \$9 and a maximum of \$13 to a minimum of \$9 and a maximum of \$11, and those on a double deck car from a minimum of \$13 and a maximum of \$20 to a minimum of \$11 and a maximum of \$15 per car.

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NEW JERSEY CAUTIONS
"BACK-TO-THE-LANDERS".

New Jersey Extension Service has issued a series of six articles which describe some of the difficulties back-to-the-landers of these days must face and overcome in order to succeed. They are:

1. "Back-to-the-Lander Faces Rocky Road to Economic Security."
2. "Poor Selection of Soil Wrecks Back-to-Lander's Prospects."
3. "Poultry Keeping No Bonanza, Back-to-Landers are Told."
4. "Urges Back-to-Landers Not to Plunge on Vegetables."
5. "Dairying Holds Little of Promise to Back-to-the-Lander."
6. "Orchards Offer no Immediate Return to Back-to-the-Landers."

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WARREN SAYS "TWO WAYS
OUT OF THE DEPRESSION".

The depression is not due to overproduction or to increased efficiency; it is not due to tariffs; it is not caused by lack of confidence; it is not not a business cycle, declared Dr. G. F. Warren at Cornell's farm-and-home week.

"The depression is caused by the collapse in the price structure due to a return of world demand for gold," Dr. Warren asserted. "There are only two ways out. One is to raise the price level to the debt level. The other is to lower the debt level to the price level. Our choice is between deflation and reflation.

"Deflation means to complete the process of bankruptcies of farms, homes, and other city real estate. It usually takes six or seven years to complete the deflation process. If we go through with deflation, we may expect three to four years of the greatest period of liquidation of real estate that the country has ever known.

"The only alternative to deflation is to reduce the value of the dollar. The only way that prices can be raised fifty per cent is by the abandonment of the gold standard, revaluation of the dollar, or discontinuance of world demand for gold, so as to make it cheap again."

NEWS BRIEFS

THE SHRINKAGE of about half a billion dollars in livestock values last year constitutes a serious write-down of capital values, because meat animals on many farms represent a large part of the working capital and are the principal security for short-time loans, says the Bureau of Agricultural Economics.

ILLINOIS FARMERS are going to use horses to the limit this year as a source of economical power, reports Illinois College of Agriculture.

UNITED STATES STANDARDS for tomatoes for manufacture of strained tomato products have been issued by the Bureau of Agricultural Economics.

"THE QUALITY of Vegetable Seeds on Sale in New York in 1932" is the title of a report just issued by New York Experiment Station at Geneva to serve as a guide to vendors and buyers of vegetable seeds this spring.

THE BILL providing funds for continuing the eradication of bovine tuberculosis has passed the Vermont Legislature and been signed by the Governor, reports Vermont Department of Agriculture.

CONNECTICUT Department of Agriculture reports that the 1933 Connecticut vegetable marketing season was opened last week when first native dandelions from hotbeds made their appearance on the Hartford market. Two growers each brought in a few bushels which sold for \$3 per bushel.

MIMEOGRAPHED REPORTS recently issued by the Bureau of Agricultural Economics include the following:

"Marketing Eastern Shore Potatoes, 1932 Season"

"Marketing Florida Potatoes, 1932 Season."

"Production and Carry-Over of Fruit and Vegetable Containers for the year 1932."

"Progress and Practical Use of the Cooperative Grade and Staple Work (on cotton)."

"The World Depression and its Bearing on Research, Teaching and Extension," by Nils A. Olsen.

RADIOCASTS recently issued by the Bureau of Agricultural Economics include: "February Dairy Markets," by L. M. Davis; "February Egg and Poultry Markets," by Roy C. Pots; "February Grain Markets," by G. A. Collier; "Supplies and Prices of Pasture and Hay Seeds," by G. C. Edler.

ILLINOIS farmers are going to cut production costs and thereby widen margins of net returns during the coming year, by better maintenance and repair of their \$160,000,000 worth of implements and machinery, says Illinois College of Agriculture.

"NEW MEXICO Agricultural Outlook - 1933," has been issued in Extension Circular 125 by New Mexico Extension Service.

MARKETING ACTIVITIES

AND OTHER ECONOMIC WORK

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

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U. S. DEPARTMENT OF AGRICULTURE

March 15, 1933

Vol. 13, No. 11

THE WEEK IN THE MARKET BUREAUS

GEORGIA Bureau of Markets has received permission from the Federal Radio Commission to form a network of amateur radio stations in Georgia for the transmission and reception of market news, with headquarters at Atlanta. It is planned to maintain schedules on every even hour during the day. Approximately 45 amateurs are cooperating in the project. The amateurs will disseminate the agricultural information among local farmers. The objective is to speed the reception of news by farmers as contrasted with the system of sending reports by mail.

MAINE Division of Markets reports that the Committee of Agriculture of the State Legislature has been holding hearings on a "potato branding law", but that "owing to strong opposition, it is expected that the committee will report the bill into the Legislature as inexpedient at the present time. Sponsors feel that more time should be given to educational work." Arguments advanced in favor of the bill are that it would tend to keep back the low grade potatoes and tend to return a fair price for the better quality stock, and that in years of shortage the lower grade potatoes might be marketed provided they were marked as No. 2 culls, according to their actual quality.

WISCONSIN Department of Agriculture and Markets reports that prior to establishment of a cheese grading system in that State a little more than a year ago, 60 per cent of the cheese produced in one factory went into the grinder grade or No. 3; 31 per cent went into No. 2, and 8 per cent into No. 1. After the factory adopted the grading system it ceased to produce the grinder grade, increased its No. 1 cheese from 8 per cent to 76 per cent, and reduced its No. 2 from 31 per cent to 24 per cent.

J. D. Beck, Commissioner, says that prior to the inauguration of the cheese grading system, the price of cheese was always fixed at about one-half the price of butter. Since grading began, the quantity of No. 1 cheese has almost trebled and the price in its relation to the price of butter has increased from 2 cents to 3½ cents per pound. Our system of potato grading, Commissioner Beck adds, has enhanced the value of Wisconsin potatoes by \$400,000, and is again replacing potatoes on the markets "once lost by our failure to grade."

VIRGINIA Division of Markets says "the demand for poultry flock certification increased this past season, resulting in more certified hatcheries and quite an increase in the number of birds inspected and

rejected. There will be a reduction in poultry flock certification fees for next season of from 10 to 25 per cent. No charge is made for birds that are rejected by inspectors." J. H. Meek, Director, declares that "farmers and poultrymen in some cases have offered to pay a small additional fee for extra culling service during the summer months when growing stock is developing.

MARYLAND Department of Markets has announced organization of the Maryland Farmers' Roadside Market Association composed of farmers who operate roadside markets in that State. The objectives of the Association are to bring about closer association and protection of Maryland farmers who operate bona fide farmers' roadside markets; to enable its members to secure benefits that come through organization; to disseminate information relative to marketing activities of roadside markets in general; to secure uniformity as to grade and prices of products offered for sale by its members; to adopt a "quality" label for the protection of consumers and producers, which label will identify to consumers the character of the products sold by members of the Association; to adopt a suitable sign whereby roadside markets operated by members may be distinguished from stands operated by non-members; and to foster and encourage the interchange of the different commodities produced in the State. Seventy-five per cent of the products sold must be Maryland farm products.

PENNSYLVANIA Department of Agriculture reports that Pennsylvania growers of fruits and vegetables made the greatest use of official grades during the past season of any year on record. They shipped nearly 4,000 carloads of graded and Federal-State inspected fruits and sold to canners on the basis of grades under State licensed inspectors more than 68,000,000 pounds of raw products for manufacture. The rapid development of cannery products grading in Pennsylvania has done much to stabilize the canning industry, according to D. M. James, supervising inspector.

NEW JERSEY Department of Agriculture has issued six articles on food consumption, by William B. Duryee, Secretary. One of the articles tells how consumers are protected by the grading of milk, eggs and other foods.

VIRGINIA Division of Markets is endeavoring, in cooperation with the Commissioner of Fisheries in that State, to establish grades for seafood. Grades for shad and herring are now being given attention.

CONNECTICUT Department of Agriculture reports that "a delegation of poultrymen and others interested from this State recently visited two live poultry auction markets in New Jersey, and it is expected that in the near future a definite sales program will be adopted for Connecticut. One or more auctions are contemplated. A recent survey showed that more than 400 poultrymen are interested in the establishment of this method of live poultry marketing."

CONNECTICUT Bureau of Markets reports that chain stores are showing a more active interest in the purchase of Connecticut fruits and vegetables packed in standard containers. They are cooperating with local growers in the establishment of standard sized containers for various commodities which will more nearly meet the needs of chain store merchandising. *** That the "Approved Eastern Apple Crate" will be quite commonly used throughout the Northeastern apple growing States during the coming year.

IOWA FAVORS ARTIFICIAL
PRICE RAISING.

Artificial price raising to give farmers a more adequate income is favored as a solution of the farm mortgage situation in Iowa by R. C. Bentley and W. G. Murray of the Agricultural Economics Department of Iowa State College, in the ninth pamphlet of a series being published by the college on the agricultural emergency in Iowa. These economists say there are three ways of correcting the debt situation in Iowa: raising farm income, turning over the land to the creditor, or scaling down debts.

Of these three, artificial price raising by means of some such plan as the domestic allotment proposal, removal of land from production by governmental decree, inflation by reducing the gold content of the dollar or restoration of the foreign market by reducing tariff barriers is the most desirable course of action, the circular states.

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MARKET NEWS BRIEFS

UNITED STATES STANDARDS for rhubarb, field grown, have been announced by the Bureau of Agricultural Economics; also United States standards for Bermuda onions.

PRACTICABILITY of relating grazing fees on the national forests to the market value of livestock is to be determined in a study by the United States Department of Agriculture. A decision is expected in ample time to make such adjustments as may be found desirable in the second instalment of fees for 1933 and to establish the fees for 1934.

TOTAL UNLOADS of fruits and vegetables in New York last year were 11,000 cars lighter than for 1931, and 23,000 carloads less than the peak record of 1930, according to a mimeographed booklet issued by the New York office of the Bureau of Agricultural Economics. The decreases are in rail and boat receipts; substantial increases are noted in arrivals by truck.

PRACTICALLY all of our Maine potatoes have been coming in by boat, reports the Philadelphia office of the Bureau of Agricultural Economics. The cargoes run from 15 or 20 carloads to more than 200 cars on a single ship.

THE 1932 ANNUAL REPORT of the Finance Commission of the City of Boston to Massachusetts State Legislature credits the fruit and vegetable and the meat grading and inspection services of the Bureau of Agricultural Economics with saving the city institutions \$200,000 last year.

"QUALITY LABELS" distributed in New England up to March 1, 1933 are reported by M. H. Brightman, Rhode Island Department of Agriculture, at 8,129,825 labels or tags, and 1,661,924 labelled wrappers or containers.

THERE IS essentially no difference in average shrinkages between hogs marketed by truck and those marketed by rail, Illinois College of Agriculture has found in experiments. The findings are reported in a new bulletin just released by the college: "Shrinkage of Hogs From Farm to Market by Truck and Rail."

SOME RECOVERY in domestic demand for California agricultural products from the very low levels now prevailing is likely to occur before the end of the 1933 crop-marketing season, unless business activity should receive a further setback, says the agricultural department of Los Angeles Chamber of Commerce.

FIVE SUGGESTIONS for protection in the purchase of seed are made by the Bureau of Agricultural Economics to farmers and seed dealers: Buy seed early enough to allow for testing at home or at the State Seed Laboratory before planting; insist on a statement of the germination and the date tested; where variety is important, insist on a statement as to variety by the seller, or State certification; make sure of the quality of seed, particularly that offered at abnormally low prices; save all tags, invoices, advertisements and correspondence about the seed and report anything wrong to the State seed office.

WHEN 21,000 New England farmers controlled 88 per cent of the Boston milk supply, they received 49 cents a hundred pounds more for their milk than New York State dairymen received during the same period, according to J. H. Brounson, New England Milk Producers' Association.

A SPECIAL QUARANTINE on packing materials, to prevent the introduction into this country of insects and diseases which might readily enter intimately associated with packing materials of plant nature, has been issued by the U. S. Department of Agriculture, effective July 1, 1933.

ILLINOIS College of Agriculture is telling farmers in that State that Illinois could profitably expand its present annual output of about 58,000 bushels of cherries through the planting of tested sour varieties.

EARLY CHICKS or those hatched in late March or early April, pay best; one egg laid in September, October, November, or December is usually worth two eggs laid in April or May, and the high-priced eggs are laid by early-hatched pullets, says L. M. Hurd, New York College of Agriculture.

WOOL MARKETING SCHOOLS to aid growers in enlarging their returns from sheep are being held in sixteen counties of North Dakota this month, by North Dakota Extension Service. Special attention is being given to the grading and handling of the wool crop.

C. A. WARBURTON, Director of Extension, U. S. Department of Agriculture has been placed in charge of the Crop Production Loan organization pending establishment of a consolidated Federal farm credit agency.

CONNECTICUT's seed inspection report for 1932, Bulletin No. 17, published by Connecticut Department of Agriculture, is now available for distribution.

MEMOGRAPHED REPORTS recently released by the Bureau of Agricultural Economics include agricultural economics bibliographies entitled "The Domestic Allotment Plans for the Relief of Agriculture," and "Barter and Scrip in the United States."

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MARKETING ACTIVITIES

AND OTHER ECONOMIC WORK

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Bureau of Agriculture

March 22, 1933

Vol. 13, No. 12.

THE WEEK IN THE MARKET BUREAUS

CALIFORNIA Department of Agriculture reports that six bills designed to assist California agriculture from the standpoint of standardization have been reported out by the Assembly Agricultural Committee, with a "do pass" recommendation to the Legislature.

One bill proposes to reduce the standardization tolerance from 20 per cent to 10 per cent, by count for walnuts affected by insect injury; walnuts below the 10 per cent tolerance would not be permitted in regular marketing channels unless the nuts can be reconditioned to meet tolerance requirements, but they may be diverted into by-products after proper treatment. Another bill proposes to change the maturity provisions for Oriental persimmons to 75 per cent orange or red color and 25 per cent yellowish green color at time of picking. The present requirement is 100 per cent coloring after picking.

Required standardization of avocados would not be seriously affected by insect injury, mould or decay unless such injury covered 16 per cent or more of the individual avocado, in a third bill. Another bill would add several additional defects to the quality provisions for dates, and provide compulsory marking requirements designating the country where grown, when the dates are displayed for sale in bulk. This bill also provides that steam processed dates be labeled "hydrated," or "steamed dates." It also reduces the tolerance allowed for defects.

The fifth bill would add a new section to the Agricultural Code, setting forth additional regulations for the transportation or sale of commodities which are below the requirements of the code. This bill requires that a permit must be obtained from the agricultural commissioner in the county where these fruits, nuts or vegetables originate, to divert same for by-products use.

The sixth bill would empower the Director of Agriculture to designate color charts for certain standards and the composition of official samples of fruits, nuts or vegetables when being examined to determine whether such samples meet the requirements of the Agricultural Code.

MASSACHUSETTS Division of Markets reports that 15 roadside market operators met at Concord recently to review the work done last season and to discuss plans for 1933 in connection with using the official State sign. A publicity committee was appointed for the coming year to consider different methods of advertising including (a) the use of printing on paper bags, (b) the possibility of having standard labels sewed on the sleeves of roadside stand attendants, and (c) the value of inserts or flyers. Other suggestions included a tour of good markets by members, in August, and the possibility of exchanging products between members.

Mr. Kroeck, in charge of egg inspections in Massachusetts, re-

visited several farms and demonstrated that egg quality has a close relationship to the temperature eggs are held at before shipping. The Division of Markets has received numerous requests for this information.

RHODE ISLAND Bureau of Markets reports that it acted as an intermediary between wholesale produce dealers and the banks during the banking holiday to assist in obtaining assurances of normal banking functions pertaining to the movement of perishable food stuffs.***A summary of the year's work in Record of Performance has been completed, the highest bid being a Rhode Island Red which laid 349 eggs averaging 24.76 ounces per dozen.

PENNSYLVANIA Department of Agriculture reports that selling stale eggs for fresh eggs caused the greatest number of prosecutions under the pure food laws during the past month. Selling milk, butter and ice cream so low in grade that they did not meet the minimum requirements of the food laws caused prosecution in Delaware, Lackawanna, Luzerne and Philadelphia Counties.***More potatoes are moved to market by auto truck in Pennsylvania than in any other important potato growing State. Records of the 1933 crop up to January 1, 1933, indicate that 85 per cent of the total shipments were trucked to consuming centers.

CONNECTICUT Department of Agriculture reports that the Connecticut Approved Roadside Market Association has revised its requirements for membership in order to restrict more definitely the use of the approved sign to bona fide farmer-owned roadside stands. The cost of affiliation has been increased from \$5 a year to \$10, the amount to include membership fee, lease of sign, and cost of inspection.***That the continuation of low prices is resulting in considerable change in the marketing practices of Connecticut farmers. Two additional farmers' markets for fruits and vegetables have been started in production areas. The strawberry auction market, organized last year in New Haven, is to be continued and expanded this spring. Farmers are establishing retail stores in the cities as well as selling more products at the farm through retail routes and roadside stands.***That the anticipated increase in acreage of truck crops in Connecticut is so large that with normal yields there will be a surplus of many products.***That proposed legislation to aid the marketing of Connecticut farm crops gives the Commissioner of Agriculture more authority in the protection of the grades of farm products. It provides also for regulations controlling the marketing of "cull" products as well as the licensing of live poultry dealers as a means to more easily apprehend poultry thieves.***That Connecticut poultrymen, live poultry dealers and others interested are holding mass meetings this week to determine whether one or more live poultry auction markets will be started in Connecticut.

WILLIAM B. DURYEE, President of the National Association of Departments of Agriculture, has suggested to Secretary Wallace of the United States Department of Agriculture a closer coordination between Federal agricultural agencies and State departments of agriculture. He offered the assistance of the association in attacking national agricultural problems.

Mr. Duryee reports that "outstanding improvements in marketing have been made in New Jersey since last spring. Six new farmer-owned

markets have been organized in various parts of the State. The newly organized markets are the Paterson Farmers' Market; the North Jersey Co-operative Egg Auction at Totowa; the Phillipsburg Farmers' Market; the Hammonton Peach Auction; the Elmer Live Poultry Auction, and the Tri-County Cooperative Auction which will operate next summer in the vicinity of Hightstown."

MARYLAND Department of Markets reports that a farm and home market, designed to furnish an outlet for home grown and home made products, was opened at Cambridge on March 11.***That the maple syrup season has opened again in Barrett County where work is being continued by the department in the grading and standardization of this product.***That 57,408 bushels of seed potatoes were inspected and certified by the Maryland Seed Certification Board last year.

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ARKANSAS REPORTS

ORGANIZATION OF AUCTIONS.

Four new community auction sales associations have been organized in Arkansas during the past two months, according to E. H. Reed, extension economist, Arkansas Extension Service. At these community sales, Mr. Reed says, farmers have an opportunity of disposing of surplus farm supplies, livestock, and miscellaneous articles for which there is no local market. He reports that cooperative marketing of car lots of poultry has become popular within the last two months, nine carloads having been sold within that period. Farmers reported that this poultry brought from 1 to 3 cents per pound above local prices.

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CALIFORNIA VIEWS

OUTLOOK FOR GRAPES.

Based on a belief that 70,000 tons of Muscat grapes can be utilized as fresh grapes, and 130,000 tons dried into rasins, the Giannini Foundation of Agricultural Economics of the University of California has issued a statement saying that approximately 200,000,000 tons of Muscat grapes can be marketed annually during the next three or four years. Present acreage, with a normal crop, produces about 250,000 tons. Owners of vineyards producing less than four tons of grapes or less than one ton of raisins per acre are being advised to pull their Muscat vines.

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IOWA SUGGESTS LOWERING

OF TARIFFS AS FARM AID.

Downward revision of tariffs to throw some of the burden of re-establishing the foreign trade of the United States on protected industries is supported by Prof. Theodore W. Schultz, Iowa State College, in the tenth pamphlet of a series being published by the college on the agricultural emergency in Iowa. Lowering of tariffs, he says, will maintain those industries that are most productive, and force a reduction of those industries which are least suited to the economy of the United States.

ILLINOIS SUGGESTS WAYS
TO CUT APPLE COSTS.

Costs of growing a bushel of apples in orchards needing nitrogen has been reduced 22 per cent, or more than one-fifth, by applying nitrate of soda or ammonium sulphate two or three weeks before the trees were in full bloom, according to experiments reported by R. S. Marsh, Illinois College of Agriculture. In the experiments, 10 cents worth of fertilizer applied to thirty-year-old Winesap apple trees improved the yields five bushels a tree.

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LOUISIANA HAS PLAN FOR
CUTTING COTTON ACPEACE.

"The most effective and yet the easiest plan to enforce reduced cotton marketing is the one developed by the Extension Division," declares B. B. Jones, Louisiana Extension Service. "This plan provides for licensing all gins, the issuance of ginning tags, and the restriction of gin-nings for each farmer to 70 per cent of the average number of bales of cotton he has had ginned during the previous five years. New farmers would be permitted to gin the same amount on comparable acreages as older farmers in the same section. Existing agencies could enforce the law and it would result in cutting down our surplus over two million bales, thus enhancing the value of this year's cotton crop."

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MINNESOTA EXTENSION SERVICE has available for distribution Bulletin 282, "An Economic Study of Crop Production in the Red River Valley of Minnesota;" Bulletin 283, "An Economic Study of Livestock Possibilities in the Red River Valley of Minnesota;" Bulletin 284, "Planning Systems of Farming for the Red River Valley of Minnesota;" and Bulletin 287, "Growth and Decline of Farm Trade Centers in Minnesota."

TENTATIVE UNITED STATES STANDARDS for grades of canned sauerkraut, and Tentative United States Standards for grades of canned spinach and other greens, including turnip and mustard greens have been issued by the Bureau of Agricultural Economics.

NEW JERSEY Department of Agriculture has available a mimeographed report of the work of the Hightstown potato office last season, and a summary of the New Jersey potato season.

HUDSON VALLEY (New York) fruit growers sold 99 varieties of apples in 1931, according to an analysis of the sale of 500,000 bushels of apples, made by Paul Williamson of New York College of Agriculture and by A. B. Buchholz, county agent of Columbia County. Baldwin, McIntosh, Ben Davis, Wealthy, Rhode Island Greening, and Northern Spy were the six most popular varieties.

"MARKETING the Lower Rio Grande Valley Texas Potato Crop, 1932 Season," has been issued in mimeograph by the Bureau of Agricultural Economics.

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March 29, 1933

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THE WEEK IN THE MARKET BUREAUS

A. A. BROCK is now Director of California Department of Agriculture in place of Dudley Moulton who was removed as Director by Governor Rolph. The reason for the removal of Moulton, given by the Governor, was lack of harmony and cooperation, both within the Department and with other State and Governmental agencies. Governor Rolph asked the State Board of Agriculture to name a successor, and the vote for Brock was unanimous. Brock, for eleven years, has been agricultural commissioner of Orange County, California.

A. B. Miller, president of the State Board of Agriculture has announced that the next job is to "revamp the budget of the Department of Agriculture," and expressed the belief that a million dollars could be cut out of it without destroying any necessary service.

Director Brock has adopted a policy of full publicity of departmental activities and of promotion of the agriculture of California. Announcement has been made that administrative costs of California's bovine tuberculosis control will be slashed in half during the next biennium. The Bureau of Tuberculosis Control has been merged with the Livestock and Poultry Disease Control Service.

"The Division of Animal Industry was formerly comprised of three services and two bureaus," Director Brock has announced. "Under the new program it will consist of four services - Livestock and Poultry Disease Control Service; Dairy Service; Meat Inspection Service, and Cattle Protection Service. The personnel of the division has been reduced by fifteen persons."

CALIFORNIA DIVISION OF MARKET ENFORCEMENT has announced that ninety per cent of the work of the Division during the past year has been concerned with the investigation of complaints filed by growers under the Produce Dealers Act. In that time 700 complaints were registered and 500 growers participated in recoveries obtained through the Division, the total amount recovered approximating \$75,000.

Conviction of Anthony Strangio and Humbert Strangio, prominent grape dealers and shippers in San Joaquin County on a charge of violating the Deciduous Fruit Dealers Act, is regarded by California Department of Agriculture as "one of the most important in its present campaign against wildcat and other unlicensed dealers and shippers." Ten growers had complained that the Strangios took possession of and shipped a quantity of grapes during the 1932 season and still owe a total of \$4,674 on the collective transactions. The Strangios represented themselves as "cash buyers" under the law. This designation provides that such buyers must pay for the product within 48 hours after written demand is made on them. Conviction was had in the Superior Court in Stockton.

VERMONT DEPARTMENT OF AGRICULTURE announces that the following amendment to the Vermont Marketing Act will become effective in that State on June 1, this year:

"For the purpose of further protecting the grades as officially established and promulgated by the Commissioner of Agriculture, it shall be unlawful to use the officially designated grade words, titles or names for the purpose of identifying, advertising, designating or describing any lots of such products unless such products fully meet the requirements of the official grade indicated. When in the opinion of the Commissioner of Agriculture or his representative it is believed that any lot or lots of such products so indicated, advertised, designated, or described may not be of the grade indicated, the Commissioner of Agriculture shall cause inspection of such products to be made for the purpose of determining the actual grade thereof."

Violations are punishable by a fine of \$50 for first offense and by a fine of not over \$200 for subsequent offenses. The department says that the amendment aims to prevent the labeling of un-graded or out-of-grade as being of any grade. For example, if maple syrup is labeled "Fancy" it must conform to the Official State Standard for Fancy Syrup. Grades have been established by the department for apples, butter, eggs, honey, maple products, potatoes, and turkeys.

RHODE ISLAND BUREAU OF MARKETS reports that through that bureau the Record of Performance poultrymen in the State will become affiliated with the National Record of Performance Federation. This is expected to broaden marketing opportunities for Rhode Island Record of Performance Breeders.

PENNSYLVANIA DEPARTMENT OF AGRICULTURE has announced that a quarantine was made effective in that State on March 15 to prevent the spread of Gipsy Moth from the infested areas in Luzerne and Lackawanna Counties. The quarantine prevents the movement of nursery and ornamental stock, forest products and surface stone from the regulated areas unless certified by an inspector of the State or Federal Government. The quarantine also regulates the storing of freight cars, vehicles and other equipment in or adjacent to infested areas during the months of May, June, July and August.

CONNECTICUT DEPARTMENT OF AGRICULTURE has announced publication of a mimeographed bulletin entitled "The Connecticut Vegetable Industry and Outlook for 1933." Copies may be obtained from the Connecticut Department of Agriculture, Hartford.

The department reports that higher prices for live broilers and chickens have developed recently in Connecticut, "probably due to decreased production in this area."

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ILLINOIS COLLEGE OF AGRICULTURE declares that "everything is in favor of Illinois farmers making money raising colts on cheap feed during the next few years. The number of horses is getting smaller, prices of horses are going up, and there is no chance of increasing the number in a hurry." It is estimated that there are only about 30,000 colts under one year of age in Illinois.

NEW JERSEY FARMERS MAKE
MONEY ON AUCTION SELLING.

The Cedarville Produce Auction Market, which is credited with obtaining additional receipts of \$301,620.97 in the last five years for fruit and vegetable growers, will open for its sixth season in late May or early June when strawberries are harvested, New Jersey College of Agriculture has announced. There has been sold over the auction block of the Cedarville Market a total of 1,395,778½ packages of produce for a total of \$1,878,009.11 in five years. There have been no losses to farmers as a result of bad debts, the college says. Sales have been chiefly of strawberries, onions, peas, string beans, lima beans, and other produce crops grown in South Jersey.

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KANSAS ISSUING SEMI-
ANNUAL OUTLOOK REPORTS.

A circular on "The Kansas Agricultural Outlook" is published every six months by the Department of Agricultural Economics and the Extension Service, Kansas College of Agriculture. The latest report covers the spring of 1933, and has been distributed among farmers at a series of ten outlook meetings.

Vance M. Rucker, extension economist in marketing, reports that farmers' interest in the outlook meetings has been increasing steadily until this year the attendance for one of the day sessions very nearly equaled the total of both morning and afternoon sessions a year ago.

The program this year included discussions of general business conditions and their effect upon farm commodity prices, and of present and proposed legislation and its probable effect upon agriculture. Studies were made of the price outlook for the next six months on wheat, corn, cattle, hogs, sheep, dairy products, poultry, and eggs.

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NORTH DAKOTA HAS LOW-
COST COW TESTING METHOD.

Approval of a low cost system of testing cows for butterfat production which has been developed in Cass County (North Dakota) by Carl Hansen, has been given by E. J. Haslerud of North Dakota Extension Service, and formation of similar organizations in other dairy sections of the State is being encouraged by the extension dairy department.

More than 200 herds including more than 3,000 cows are being tested regularly each month by Mr. Hansen at a cost of only five cents per cow. The system is to distribute personally from six to ten milk scales and sample bottles each day, and on the same trip to collect the scales and sample bottles distributed the day before. The farmer weighs and records the milk, takes the samples, and has the collection case ready for the tester. The milk samples collected are taken to Hansen's plant where a butterfat test is run. Milk and butterfat production for the month is computed on the basis of one day's weights and tests. A report is sent to each herd owner with the milk and butterfat record for each cow. Herds are tested once a month.

PRODUCE AGENCY ACT CONVICTIONS

Mark T. Adamson, of Chicago, plead guilty on March 3 to charges alleging a violation of the Produce Agency Act in connection with the handling of 11 cars of juice grapes received from California in 1929 and was sentenced by the court to pay a fine of \$100 and costs.

W. H. Frazier, of Dothan, Ala., trading under the names of the Frazier Brokerage Co. and the F. S. Products Co., was charged with violation of the Produce Agency Act in connection with incorrect accounting rendered to a Boston dealer on a carload of potatoes handled on consignment in September, 1930, and failure to render any accounting on a lot of Fancy Winesap apples received from Yakima, Wash., in 1931. Frazier plead guilty to these violations, but sentence has been deferred until the next term of court, with the admonition of the judge that Frazier get the matter straightened out in the meantime, and that his action will be taken into consideration before fixing punishment.

A. W. Gillingham, Philadelphia, Pa., plead guilty on March 20 to violation of the Produce Agency Act and was sentenced by Judge Welsh of the Federal District Court to three months' imprisonment. The transaction involved in this case consisted of consignments of dressed turkeys received by Gillingham in December 1931, from two shippers at Mount Solon, Va. Gillingham rendered account sales, but made no remittances of the net proceeds in either case. The accountings were found to be incorrect.

Abe Smith, a poultry dealer who was in business in Philadelphia under the name of J. K. Schultz & Co., entered a plea of nolo contendere in the Federal District Court at Philadelphia on March 22 and was sentenced to imprisonment for three months for violation of the Produce Agency Act. The transaction involved in this case consisted of a consignment of dressed turkeys, received from Walkersville, W. Va., in December 1930, on which an accounting was rendered, but no remittance was made. Smith told the court that he had not made a remittance because he had been "hijacked" and the turkeys stolen from him.

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IDAHO EXTENSION SERVICE has available for distribution Experiment Station Bulletin 195, "A Method of Determining What to Produce - Budgeting the Farm Program on the Twin Falls Irrigation Project."

MARKETING BULLETINS recently issued by the U. S. Department of Agriculture include "Preparing Apples for Market in Barrels and Baskets;" "Preparing Wool for Market;" "Operation and Management of Milk Plants," and "Commercial Cabbage Culture."

A CHART depicting New York and Chicago retail beef cutting methods, and the standard method of cutting lamb and veal may be obtained from the Bureau of Agricultural Economics.

SLOW FREEZING, rather than rapid freezing, of cherries and peaches is suggested by the U. S. Department of Agriculture following frozen pack experiments.

MARKETING ACTIVITIES

AND OTHER ECONOMIC WORK

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

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U. S. Department of Agriculture

April 5, 1933

Vol. 13, No. 14

THE WEEK IN THE MARKET BUREAUS

VIRGINIA DIVISION OF MARKETS reports that plans to standardize Virginia sea foods, similar to the way that fruits and vegetables and many other products have been standardized, are being developed rapidly in that State. The first grades to be established are for salt water fish (shad, trout, croakers, spot, and butter fish) and brine or salt cured salt water fish (herring). The plans provide, also, for voluntary inspection to put the grades into practical use.

NEW JERSEY Secretary of Agriculture, William B. Duryee, has announced his endorsement of proposed legislation requiring that milk and cream sold in New Jersey be produced only by tuberculosis-free cows. The legislation is being opposed, it is stated, by interests in States "which have not progressed as far as New Jersey in tuberculosis eradication." Secretary Duryee declares that "the dairy herds in New Jersey are practically free of tuberculosis as the result of testing cattle for this disease over a period of years."

New Jersey Department of Agriculture reports that New Jersey hatcheries which follow a well established poultry improvement program or operate under the supervision of the department sold more baby chicks in the first three months of this year than in the same period last year and have orders for practically all chicks they produce in April. It is reported that poultrymen in New Jersey and other States are demanding healthy, well-bred chicks this year. Such chicks are selling at 12 to 20 cents each, according to breeding and quality. Last year, prices for such stock ranged largely from 14 to 23 cents. The department has available for distribution a circular listing the flocks and hatcheries which are under the supervision of the department.

PENNSYLVANIA BUREAU OF MARKETS is issuing a series of weekly radio talks entitled "Marketing Hints to Housewives". The current talk deals with the history and growth of the mushroom industry.

MASSACHUSETTS DIVISION OF MARKETS reports that the directors of the Brockton Egg Auction, at a meeting last week, requested assistance from the Federal inspector stationed at Boston to improve the reports on inspection of eggs and to gather more detailed information on the condition of eggs as received at the auction. It is planned to set up a method of keeping more detailed records of each crate of eggs candled so that follow-up work with producers can be carried out.

Commissioner Gilbert of the Department of Agriculture has sent letters to the selectmen of a dozen towns in the apple district in eastern

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Massachusetts suggesting that the town officials cooperate with fruit growers in using unemployed people to cut down neglected apple trees. It is planned also to place posters showing control methods in all conspicuous places in these towns.

Director Bevan of the Division of Markets reports that hearings have been held on a proposed bill to allow cities and towns to regulate the sale of perishable products by truck and also to license and bond truckmen.

CONNECTICUT DEPARTMENT OF AGRICULTURE calls attention to the fact that most kinds of high grade poultry, particularly fat live fowl, are in demand for Passover on April 11 and 12; Easter on April 16, and Last Passover on April 17 and 18. It is stated that New York reports have already noted increased demand and higher prices for best quality, large, white eggs.

CALIFORNIA DIRECTOR OF AGRICULTURE will be given more explicit powers to determine the selection of official samples of fruits, nuts or vegetables, the establishment of color standards and other authority in connection with the enforcement of provisions of the California fruit, nut and vegetable standardization act, by a bill that has passed the State Assembly and which has been given a "do pass" recommendation by the Senate Agricultural and Livestock Committee.

Several standardization bills have been acted upon by the State Assembly; one of the more important measures relates to citrus fruits. In this bill the maturity requirements for oranges are increased. The tolerance for citrus affected by serious freezing injury after the drying process has started has been lowered in that not over 5 percent of the citrus can show over 40 per cent of the area of the individual fruits seriously affected by freezing injury. The color requirement of grapefruit produced in the desert areas has been raised from 25 percent to 50 percent of the surface which must be characteristically colored. This law also prevents the blending of lots of citrus which are frozen beyond the tolerance, with lots that are within the tolerance even though the ultimate inspection after mixing or blending is within the tolerance allowed by law. The marking requirements have been put back similar to what they were in the 1929 law and the standard size container has been again adopted. The bill has been held over for final action in the Senate until more information can be obtained from the Imperial Valley relative to the increase in the color requirements of grapefruit.

A bill passed by the Assembly relates to the standardization of lettuce. It adds one defect in the quality provisions, sets up marking requirements, eliminates the present standard size container, and adds two new sized containers. It requires that dry pack as well as ice pack lettuce shall be in standard containers, or otherwise so marked.

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BIBLIOGRAPHIES entitled "Measures Taken in Foreign Countries to Relieve Agricultural Indebtedness", and "Part-Time Farming - A Brief List of Recent References" may be obtained from the Bureau of Agricultural Economics.

NORTH DAKOTA TO CURTAIL EXTENSION ACTIVITIES.

Numerous economies are to be put into effect by North Dakota Extension Service in order to come within the restricted budget resulting from the reduction in funds provided by the State. These include cuts in salaries ranging up to 60 per cent with an average of about 43 per cent, reductions in the number of workers, slashes in travel and other expense items, and curtailments of the work in general.

Continuance of the extension service at all, says Director C. F. Monroe, is made possible only because of the willingness of the Federal department to match in part the funds spent by the counties for extension programs under the guidance of the county extension agents. Twenty-two counties are employing agents at the present time.

"We have recognized for many months that it was in the interests of economy and public welfare to organize our work on a reduced basis," Director Monroe says. "For that reason we have not filled, with one exception, vacancies in this office caused by resignations in the past two years. We also made a request for 20 per cent less funds than were provided for the biennium which ends June 30 this year. Those of us who remain in the service expect to carry on during the coming biennium with renewed effort, hoping to render a service by making available to the people of the State the best information with respect to the work of the farm and the farm home, including economical production and marketing of farm products, and 4-H work with farm boys and girls."

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KANSAS EXTENDS STUDY OF FARMERS ELEVATORS.

Kansas Extension Service, for two years past, has been surveying and analyzing forty-seven elevators in southwest Kansas as part of a program of better business management in Farmers' cooperative elevators. The program is now being extended throughout the State with the assistance of the Farmers' Union, Equity Union, the Regionals at Kansas City, and the Farmers National Grain Corporation, according to Vance M. Rucker, extension economist in marketing. The results of the analyses are presented to the elevator membership at annual stockholders' meetings.

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VIRGINIA HAS LAMB GRADING WELL ESTABLISHED.

Lamb grading, started in Virginia in 1931, was firmly established during the 1932 marketing season, according to Virginia Extension Service. The work was under the direction of Virginia Division of Markets. Seventy decks containing 7,363 "Red Circle" lambs from fourteen Virginia counties were shipped to Jersey City last year. The shipping point grade requirements of "Virginia Red Circles" are that they must be spring lambs, of reasonably good type, trimmed properly, well covered over the ribs and loin with firm flesh, and have a minimum weight of 70 pounds and a maximum

weight of 100 pounds. In grading, such lambs are marked with a red circle on the top of the head and are sold together. Lambs not meeting the foregoing requirements are marked with a number designating ownership and sold ungraded.

It is stated that as a rule "Virginia Red Circle" lambs sold from 25 to 50 cents above the general top of the market throughout the season. The graded lambs failed to bring the day's top on only one occasion.

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ILLINOIS College of Agriculture reports that a serious new disease, erysipelas, has reappeared this year among Illinois' 5½ million swine and may cause heavy losses unless it is promptly recognized and stamped out.

IOWA State College economists, Geoffrey Shepherd and Wallace Wright assert that "the recent Federal emergency bank legislation will not result in depreciated currency and an immediate price boom," but that it does "leave the way open for a moderate credit expansion and a consequent rise in prices."

NORTH CAROLINA Extension Service says that "remarkable progress in increasing the staple length of North Carolina cotton is brought out in a study recently completed by Glenn R. Smith of the department of agricultural economics. Eighty per cent of the 1928 crop was less than 15/16 of an inch. Only 35 per cent of the 1932 crop was in that staple class. The quality of the grade has also improved, 78 per cent of the 1932 crop being white middling or better as compared to the 1928 figure of only 57 per cent."

OHIO Extension Service reports that organized market tours for the purpose of studying the mechanics of operation of the stockyards company and the methods of sale employed there have been under way in the counties adjacent to the Cincinnati market for the past 2½ years. During this period approximately 6,000 farmers and their wives have gone through the Cincinnati market. These tours, it is said, have resulted in a increase in the volume of Ohio live stock sold on the Cincinnati market.

MIMEOGRAPHS obtainable from the Bureau of Agricultural Economics are:

"New Outlook Charts - July-December 1932."

"Distribution of Beans by Commercial Classes as Reported by Wholesale Grocers."

"1932 Butter Markets."

"1932 American Cheese Markets."

"Comparative Advantages of Jute and Cotton Baggings for American Cotton Bales."

"Carlot Shipments of Fruits and Vegetables, 1932."

"Influence of Motor-Truck Transportation on the Fruit Industry," by J. W. Park.

"Marketing Mississippi Tomatoes, 1932 Season."

"Marketing Southern Alabama Potatoes, 1932 Season."

MARKETING ACTIVITIES

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THE ATLANTIC STATES DIVISION, NATIONAL ASSOCIATION
OF MARKETING OFFICIALS, will hold its annual meeting
in Washington, D. C., on April 24.

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THE WEEK IN THE MARKET BUREAUS

MISSISSIPPI Commissioner of Agriculture, J. C. Holton, reports that the 1933 season of fruit and vegetable inspection "started off with great zest on April 3, as strawberry shippers in Pearl River County, near the Gulf Coast, availed themselves of this service for the first time since the inception of their trucking program three years ago." Strawberry acreage in Pearl River County, he says, has been increased from 500 acres in 1932 to approximately 1,300 acres in 1933, - with relative increases in other truck crops.

Several important trucking communities in Northeast Mississippi have also applied for shipping point inspection on strawberries, for the first time, with the result that practically every strawberry shipping unit in Missouri is now taking advantage of Federal inspection, says Commissioner Holton.

PENNSYLVANIA Bureau of Markets reports that substantial reductions in rates charged by railroads for transportation of potatoes other than sweet, from Pennsylvania to markets in southern states, were made on March 14. The new rates represent reductions of from 10 per cent to 25 per cent, and the amounts of reduction range upward from \$9 a carload to approximately \$45.

NEW JERSEY Department of Agriculture reports that establishment of a State milk control board with broad powers to stabilize the milk market in New Jersey, to insure New Jersey consumers a sufficient supply of safe and wholesome milk, and to regulate the supply in accordance with the need for it was advocated by the State Dairy Committee at a meeting recently held in the offices of that department.

CONNECTICUT Department of Agriculture announces that a live poultry auction will be opened in New Haven on April 25, and another in Hartford on the 26th. The auctions will be held weekly to sell live poultry of as many of the producers of the State as wish to use them. The annual membership fee is \$1. No contract is required guaranteeing delivery. Members will be allowed to deliver birds or not, as they see fit. There will be no restrictions as to who may buy except that cash will be required and the minimum purchase will be one crate.

Comparative figures recently compiled by the department show

that the number of turkeys raised in Connecticut increased more than 100 percent from 1929 to 1932, but it is stated that "little, if any, increase in 1933 is looked for by most observers due to the low 1932 prices received."

CALIFORNIA Department of Agriculture declares that "agents of eastern fruit and produce firms operating in California cannot hide behind the subterfuge that they are 'brokers' or 'free lance' representatives of a number of such firms, in order to avoid payment of buyer and consignor license fees in California," according to an opinion submitted by Attorney General U. S. Webb to Director A. A. Brook of the Department.

The Department's Division of Market Enforcement points out that because of the practice objected to, a number of growers had been compelled to pay a double commission on each sale, - one to the house which handled the transaction, and the other to its agent through the firm that he represented. The decision of the Attorney General is regarded as one of the most far-reaching and important ever handed down in the interests of agriculture in California.

CALIFORNIA Department of Agriculture reports that seven carloads of strawberries consigned by a Louisiana dealer to a chain store system in California were seized by the Division of Weights and Measures, recently, after discovery of evidence that the berries were contained in 10-ounce baskets instead of the 12-ounce baskets made mandatory by both State and Federal statutes. The agent of the shipper was given the opportunity of moving the berries out of the State within 24 hours. Each car contained 950 crates and each crate 20 baskets.

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MINNESOTA EXTENSION

WORK TO BE CURTAILED.

The Agricultural Extension Service in Minnesota faces some of its most critical problems at this time, according to F. W. Peck, Director of Agricultural Extension. One relates to adequate finances. Under existing conditions, this represents a difficult situation in most counties, he says. In the past year, county appropriations have decreased 27 percent on the average. This represents a total of approximately \$38,000.

"It is to be expected," Director Peck says, "that economy moves will be the general rule in State appropriations for the coming biennium. Hearings on the agricultural extension work indicate a healthy interest in this form of rural education and a constructive critical attitude as to expenditures and types of services being rendered. We are hopeful that the State support for this work will not be too drastically reduced.

"The outlook for Federal aid will depend upon the economies put into effect by the new administration, inasmuch as the regular appropriations are approximately the same as used this current year. Therefore we are expecting a reasonable reduction in the Federal funds that will be available beginning July 1.

"County farm bureau collections will likely be less next year than last. This means a curtailment in the use of such funds in connection with the expenses of extension agents. County agent salaries, on the average, are 20 per cent less than two years ago. Possibly there will be further adjustments. County expense allowances for maintaining the services of the agents decreased 17 percent in the last year."

IOWA TO DEVELOP POLICY ON LAND UTILIZATION.

Looking forward to the development of a comprehensive land utilization policy for Iowa, Iowa State College has begun a preliminary study of methods of developing such a plan. A central committee has been appointed to collect and correlate all information already available from the various departments of the college which can be used in developing a land use program.

J. L. Boatman, extension soil worker, reports that in 1924 Iowa had 108,000 acres of idle land. In 1929, there were 230,000 acres of idle land. Many Iowa counties, he says, have as many as 7,000 to 15,000 acres of idle land, and this amount, he adds, may double or triple in the next five years if a sane land policy does not divert the land to uses for which it is best fitted.

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ILLINOIS FARMERS HAVE CUT SPENDING IN HALF.

Illinois farmers have been forced by low prices to reduce their cash expenditures to only one-half of what they were in 1929, thereby drying up the flow of millions of dollars through the channels of trade and commerce, says P. E. Johnston, Illinois College of Agriculture department of agricultural economics. This is revealed, he says, in an analysis of financial records from 2,000 farms.

Fifty farmers in one county spent an average of \$3,384 a farm less in 1932 than they did in 1929. While all of the 214,497 farms of the state probably did not reduce cash expenditures as much as the average of the 50 farms, the percentage reductions for the 50 farms are typical for the State as a whole, Johnston says.

The biggest reduction was made in cash expenditures for improvements, the 50 farmers spending only 24 percent as much on this item in 1932 as they did in 1929. It is evident that farmers no longer are maintaining their equipment in a reasonable state of repair, Johnston says.

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JUDGE GIVES JAIL SENTENCE FOR PRODUCE ACT VIOLATION.

Judge George A. Welsh of the Federal District Court in Philadelphia recently imposed a jail sentence of three months in the case of a violation of the Produce Agency Act. He said:

"I was in the Congress when this Act of 1927 was passed, and I know just what evil they were trying to cure. A great many have no conception as to how the shippers throughout this great land of ours are almost at the mercy of the commission men. Without casting any reflection on honest commission men - because there are honest commission men - I regret to say that there has grown up throughout the country a group of commission men who have parted from the ideals of the pioneers in the business. That is a hardship on the shipper, the producer, and the consumer.

"Now, these prosecuting witnesses here came from North Carolina, Virginia, and all around, and I want to serve notice on the commission men in this district embracing these eleven counties that when cases come be-

fore me for trial. and they are convicted of defrauding their customers. I am going to sentence them.

"In view of the fact that this man has pleaded guilty, in view of the fact that he has borne a good business reputation for 34 years, in view of the further fact that he has made partial restitution thereby acknowledging his liability. and in view of the still further fact that he has had what you tell me was a stroke, and his apparent physical condition. I am going to give him three months. It would have been necessary for me to give him at least six months if he had not pleaded guilty."

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NEWS BRIEFS

STANDARD GRADES for fire-cured tobacco (U.S. Types 21, 22, 23, and 24) have been issued by the Bureau of Agricultural Economics.

ILLINOIS College of Agriculture is advising farmers not to grind their feed too fine if they would reduce feeding costs and widen the margin of net return. It is stated that as much as eight cents may be saved on each 100 pounds of feed by grinding coarse rather than fine when electrical power is costing six cents a kilowatt hour.

"ORCHARD MANAGEMENT" is the title of a circular just issued by New York Experiment Station at Geneva. The circular sets forth the many things to be considered in fruit growing in New York State.

FARM HANDS are getting the lowest wages in thirty-three years, says the Bureau of Agricultural Economics. The index of farm wages was 72 on April 1, compared with a pre-war base of 100, whereas on April 1 a year ago, the index was 94.

THE BACK-TO-THE-LAND MOVEMENT is slowing down, young people are not leaving the farms, and many of those who had left prior to the economic depression have come back, bringing families with them, in the opinion of T.B. Manny of the Bureau of Agricultural Economics. He believes that now this home-flow is diminishing, being almost completed for the city unemployed who have such havens of refuge.

UNITED STATES CORN will meet less active competition in world markets this year because of prospective short supplies of Argentine corn and the marked reduction in the South African crop, it is expected by the Bureau of Agricultural Economics.

AN ECONOMIC STUDY of broomcorn production is covered in Technical Bulletin 347, recently issued by the U. S. Department of Agriculture.

IOWA Experiment Station has issued Circular 147, entitled "Farm Mortgage Foreclosures," and Circular 148 entitled "Shrink Agriculture or Shift Tariff Protected Industries". They are part of a series being published under the general title "The Agricultural Emergency in Iowa."

MIMEOGRAPHED reports recently issued by the Bureau of Agricultural Economics include "Uses for Cotton - a Bibliography," and "State Measures for the Relief of Agricultural Indebtedness in the United States, 1932 and 1933-- a Bibliography."

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April 19, 1933

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NEXT MONDAY, - the exact date is April 24, - the Atlantic States Division, National Association of Marketing Officials, will hold its annual meeting in Washington, D. C. The program will include discussions of current marketing problems by State and Federal leaders in marketing.

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CALIFORNIA Division of Markets is putting on an extensive market news service. Current reports include a turkey market information bulletin and a mimeographed honey report. The honey report covers four pages and gives production information by counties and sections of the State as well as prices, receipts and other conditions in the San Francisco and Los Angeles markets.

MAINE Division of Markets has just promulgated official grades for maple products, identical to those put out by Vermont Department of Agriculture. Three producers are planning to use the New England label in marketing this year's crop of maple syrup. The official grades are "Fancy," "Grade A," "Grade B," and "Grade C."

The Division has just issued a mimeographed report - "Farm Census of Maine, by towns, 1930." The data were obtained from the United States Bureau of the Census and show the trend of different types of farming throughout the State.

CONNECTICUT Department of Agriculture is holding public hearings to consider proposed revisions of present Connecticut "Special" and "Extra" egg grades, in order to add greater flexibility in using the grades and make it possible to certify the quality of a case lot on the basis of examining a representative sample of 100 eggs to the case.

The Department says that Connecticut has been a strong supporter of the New England Farm Marketing Program embracing the use of labels as a means of identifying the highest quality farm products. Out of a total of slightly more than 8,000,000 labels used in all the New England States to date, Connecticut farmers have used nearly 3,500,000. Poultrymen have been the largest users of these labels in Connecticut and have purchased nearly 3,400,000 labels for sealing egg cartons, or approximately one-half the total number of egg labels sold in New England.

Connecticut Commissioner on Domestic Animals has issued an order prohibiting the importation of cattle to be used for milk purposes. This is expected to tend to eliminate some of the present surplus milk. Legislative action is contemplated for setting up a Board of Milk Control to promote stabilization of the industry, similar to bills recently passed by the Wisconsin and New York Legislatures.

CONNECTICUT Department of Agriculture has just issued its sixth and seventh annual reports covering the two years ended June 30, 1932, in a single volume. Activities in market reporting, poultry and egg marketing, fruits and vegetables grading and inspection, and statistics and consumer relationships are described. The Division of Consumer Relationship was organized in July 1931 to contact the Department of Agriculture with the women buyers of Connecticut, and plans are now being made to conduct a State-wide survey to determine the attitude of consumers toward Connecticut products. Typical questions to be asked are: "What are the desirable qualities you look for in asparagus, sweet corn, lettuce, tomatoes? Have you any preference as to color of egg shells or color of egg yolks? Can you distinguish a fresh egg and how? Do you prefer a native turkey to a western turkey and if so, why?"

FLORIDA Marketing Bureau has available for distribution a new grade booklet with revisions complete to March 15, 1933.

RHODE ISLAND Bureau of Markets has just issued a mimeographed report of the Rhode Island turkey industry for 1932. It deals with mortality, size of flock, percent of turkeys sold as to marketing season, proportion of turkeys sold as live or dressed, average turkey prices per pound, and gives a review of the 1932 season. It is stated that "present indications point to no great increase in the number of turkeys in Rhode Island during the coming year."

VIRGINIA Division of Markets has announced the new grades for salt water fish, and brine or salt cured salt water fish. "Virginia No. 1 Salt Water" grade has been set for shad, trout, croakers, spot and butter fish, and "Virginia No. 1" and "Virginia Selects" for herring. The technical work on the grades was done by N. W. Broome of the Division, assisted by J. R. Manning of the U. S. Bureau of Fisheries. Fisherman, packers, wholesale and retail dealers were consulted, and it is said that the "grades represent the best thought that can be gotten at this time."

CORRECTION: Practically every strawberry shipping unit in MISSISSIPPI is now taking advantage of Federal inspection. In last week's issue of "Marketing Activities" the name of the State was mismultigraphed "Missouri."

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NEW JERSEY TO HAVE
POTATO MARKETING AGENCY.

Establishment of a central marketing agency for the handling of New Jersey's potato crop is being considered by growers and dealers with a view to eliminating ruinous competition, New Jersey College of Agriculture has announced. The proposal for a central agency, in which all potato dealers will be represented, came from a committee appointed last fall by potato growers to effect improvements in the system of selling New Jersey potatoes.

Dr. W. H. Martin of New Jersey Experiment Station says that if this plan for a central marketing agency is adopted, "it will mean that all prices for New Jersey potatoes will be quoted from one office."

NEW YORK FARMERS TO
MEET ON ECONOMIC PROBLEMS.

Farm leaders in more than one thousand New York State communities held meetings Friday evening, April 21, to discuss the farm situation. Each meeting was opened by a radio address by Dr. G. F. Warren, from Station WGY at Schenectady. This was the first of a proposed series of community supper meetings for farm families in each community to discuss problems led by persons of national repute who will speak to all the groups by radio. Following Dr. Warren's address, a member of each group lead a discussion of the topic presented.

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ILLINOIS HAS NEW FEATURES
IN FARM LEASES.

Protective features not found in any other farm lease form are included in the new Illinois crop share-cash farm lease form just prepared by Illinois College of Agriculture. One clause says that the tenant's responsibility is "to occupy and to use for agricultural purposes only." This restriction was introduced because some owners have had difficulty with tenants moving away from property to adjoining farms, and some men have had tenants give their time to purposes other than agricultural production. The new lease can be adapted to the use of an adjustable cash rent settlement.

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SIX FACTORS AFFECT
FARM EARNING POWER.

Size of farm, choice of enterprise, yields, selling price, expenditures, and operator's ability are the six factors which vitally affect every plan of farm organization and largely determine earning power of every farm, according to R. L. Adams and L. A. Crawford, California College of Agriculture, who recently made a study of various plans of farm organization in the Turlock area in the San Joaquin Valley. A report of the study, and recommendations for changes looking toward improved managerial practices, have been published by the College in Bulletin 544, entitled "Tests of Farm Organization in the Turlock Area." Analyses and findings contained in the bulletin cover a typical fruit farm, field crops farm, truck farm, and dairy farm, each 40 acres in size.

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DAIRYMEN INCREASE INCOME
BY KEEPING RECORDS.

Twenty-six Monroe County (New York) dairymen increased their net incomes by \$73.65 as a result of their dairy record keeping work, reports C. G. Bradt, New York College of Agriculture. These dairymen increased the milk production of each cow in 1932 compared to 1931 by 625 pounds, the increase having been obtained by feeding two pounds less grain for every one hundred pounds of milk. The average size of the 26 dairy record club herds was 10 cows that produced an average of 8,095 pounds of milk, or approximately 2,600 pounds more than the average for the State.

NORTH CAROLINA STUDIES"HOME MARKET" FOR COTTON.

The mill demand for cotton in North Carolina in relation to the supply of cotton grown in the State is being studied by North Carolina Experiment Station for the purpose of showing to what extent North Carolina farmers produce cotton for the North Carolina "home market". The results to date have just been published by the Station in Bulletin 284, "The Home Market for North Carolina Cotton." Tables, charts, and text are used in discussing production of North Carolina cotton by staple lengths, cotton consumption by staple lengths, consumption by grades, relation of areas of production and consumption, source and disposition of out-of-state produced cotton consumed in North Carolina, the importance of quality of cotton in yarn manufacture, and accomplishments in improving grade and staple.

In a summary it is stated that "although consumption of cotton exceeds production of cotton in North Carolina, there is a general out-of-state movement of cotton produced in the State, largely accounted for by the shortness of staple length; cotton from other States used in North Carolina comes to a large extent from Mississippi, South Carolina, and Georgia."

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NEWS BRIEFS

STANDARD GRADES for Wisconsin tobacco (U.S. Types 54 and 55), have been issued by the Bureau of Agricultural Economics under authority of the Tobacco Stocks and Standards Act.

BARLEY FOR BEER promises no riches for New York State farmers, says F. P. Russel of New York College of Agriculture. Most of the malting in New York State is done by malters in Buffalo. The Buffalo concerns get barley from western barley growers by rail. They convert the barley into malt and ship the malt to eastern breweries without additional freight charges. New York growers would have to ship their grain to Buffalo and an additional back-haul freight charge would be added which would not be charged to the western grain.

VERMONT has passed a law prohibiting the use of the State seal, coat-of-arms, or the State flag for advertising purposes, effective January 1, 1934. The State coat-of-arms has been commonly used on maple syrup and sugar labels, and butter wrappers. The new law limits the use of the State insignia to official documents and tags indicating official certification of grade or quality of products.

ARIZONA EXTENSION SERVICE has several circulars on agricultural economics available for distribution. They are "An Economic Survey of Salt River Valley Project in Maricopa County;" "An Economic Survey of Pima County Agriculture;" "An Economic Survey of Yuma Valley and Yuma Mesa Agriculture," and "Economic Trends in the Lettuce Industry."

MARKET DEALS recently reported in mimeograph form by the Bureau of Agricultural Economics are "Marketing North Carolina White Potatoes, 1932 Season," "Marketing Mississippi Vegetables, 1932 Season," "Marketing Tennessee Tomatoes, 1932 Season," "Marketing Louisiana Potatoes, 1932 Season," and "Marketing West Florida Vegetables, 1931-32 Season."

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STATE AND FEDERAL OFFICIALS DISCUSS MARKETING PROBLEMS AT WASHINGTON...ELEVEN STATES REPRESENTED AT ATLANTIC STATES ANNUAL MEETING.

Packaging of Eggs, Perishable Agricultural Commodities Act, Motor Trucking, and Credit Facilities in Producing Areas are Topics.

A large representation of States turned out at the annual meeting of the Atlantic States Division of the National Association of Marketing Officials, at Washington, D. C., April 24. The States were Maryland, Pennsylvania, Connecticut, Rhode Island, Vermont, New Jersey, Ohio, New York, North Carolina, Virginia, and West Virginia. The Philadelphia Produce Exchange, Perishable Shippers' Association, Virginia Poultry Federation, Virginia Poultry Products Association, and the Federal Farm Board also were represented.

Nils A. Olsen, Chief of the Bureau of Agricultural Economics, welcomed the delegates to Washington, and stressed the importance of State and Federal cooperation in maintaining marketing services. He re-emphasized the importance of foreign markets for American products. He said that the problems that have developed in this period of low prices have affected many State and Federal marketing services, and that the public organizations which render these services must keep alive to changing marketing methods.

Egg Standardization

The question of whether white and brown eggs in the same carton should be certified as meeting the requirements of United States Special and United States Extra grades was raised by Sidney A. Edwards, Director, Connecticut Bureau of Markets. Mr. Edwards said he regards standardization and certification as an effective aid to merchandising, and expressed the opinion that it hinders salability to mix brown and white eggs in the same carton even though the eggs are of equal quality. He said that in many eastern cities, eggs of the lower grades are sold in mixed lots of whites and browns and that it has become customary to associate the existence of inferior quality with eggs of mixed colors.

Roy C. Potts of the Bureau of Agricultural Economics narrated the successful experience of a chain store system in Washington in the sale of certified eggs of mixed colors in cartons. These sales have increased

at premium prices during the past year. Mr. Potts said that the System can put mixed eggs into its stores at a little lower cost than eggs segregated according to color. He explained that the Federal standardization work has dealt largely with the question of interior quality and that no attempt has been made to lay down strict requirements as to color of shell, the question of color and size being left to the industry. He said there is nothing in the standardization program to prevent producers or grading stations from proceeding with refinements as to color and size.

An informal vote showed a division of 13 representatives in favor of packaging eggs of one color in cartons, and 10 representatives opposed. A majority were of the opinion that cartons should be marked as to color of the contents, viz: "white", "brown", or "mixed".

Perishable Agricultural Commodities Act

A number of suggestions for strengthening the Perishable Agricultural Commodities Act were made by Wells A. Sherman of the Bureau of Agricultural Economics. They included exemption from the licensing provisions of the Act of canners and other processors who buy only products grown within the State where canned or processed; hearing of complaints dealing with violation of contracts to ship on consignment in interstate commerce; provision for dealing with all classes of false and misleading statements which may be made in connection with transactions; refusal to license persons who have been found guilty of flagrant violations of the Act; use of "shortened procedure" instead of formal hearings in cases involving relatively small sums of money, and suspension of licenses if reparation orders are not paid.

F. G. Robb of the bureau declared that lack of definite contracts is the most common cause of complaints under the P.A.C. Act, especially where transactions are made through a broker. He recommended the use of definite trade terms in contracts. He said that a certificate showing condition of a commodity at time of loading cannot be evidence of condition at destination, and recommended that shippers should also obtain inspection at destination.

S. L. Einhorn, an attorney representing the Philadelphia Produce Exchange, declared that the chief defect of the Act is that it has no teeth; that "some rules and regulations should be gotten into the law whereby any Tom, Dick or Harry cannot get a license."

Effect of Trucking on Quality and Price

J. W. Park of the Bureau of Agricultural Economics stated that the rapidly changing price level in recent years, changing marketing conditions and other factors make it difficult to ascertain the net effect of trucking fruits and vegetables on price. He cited statistics showing the marked increase in motor trucking in recent years, and said that truckmen-peddlers have unquestionably increased market outlets in many instances by trucking into sections which would not otherwise have been supplied

to any considerable degree. He declared that truck marketing has probably resulted in a larger proportion of low-grade or ungraded fruits and vegetables being placed on the markets, but that it has also tended to improve the condition of some products, particularly as to freshness and desirable stage of maturity. As to price, growers have often obtained from truckers higher prices than were being offered by car-lot shippers. Unregulated truck receipts, the speaker concluded, have at times had an unsettling influence on market prices, but he declared that "a comparison of changes in market price and supply in recent years with those of a decade ago shows that on the average this unsettling influence has not been of much significance."

W. W. Oley, Director, New Jersey Bureau of Markets expressed the opinion that "the increase in the use of trucks is here to stay"; that the trucker has aided greatly in selling low quality produce in towns and communities that require low cost commodities, but that the itinerant trucker offers serious competition to the established dealers in cities, and that these men may be driven out of business if the truckmen-peddlers are not regulated in some way. He pointed out, however, that nothing should be done to discourage legitimate use of the truck. He stated that in New Jersey some consideration has been given proposals to license and bond truckers.

J. H. Meek, Director, Virginia Division of Markets, announced that a list of truckers and their addresses is being compiled in that State, and said that in dealing with truckmen "the aim should be to eliminate the undesirables just as the P.A.C. Act is trying to eliminate the undesirables in the produce business."

Regulating Trucking Activities

A paper by G. E. Prater, Director, Michigan Bureau of Foods and Standards, entitled "The Need of Regulating Trucking Activities in Michigan" was read by Mr. Oley. He said that "even in the face of a major reduction in railroad freight rates, trucking is evidently on the increase in Michigan," and gave statistics to support this statement. Whereas the truck movement of grapes aggregated 372 cars in 1922, the movement was 6,134 cars in 1932. "We are trying in Michigan," he said, "to secure a reasonable per ton mile tax, so that the truck will bear its just portion of highway costs. We are trying to regulate the quality handled by the trucker, and to be assured of his respect for our standardization laws, and to protect the resident merchant in his investment in facilities on which he is required to pay taxes. We are endeavoring to license all operators with a moderate fee, sufficient to cover the cost of adequate supervision of the industry, with the real powers lying in provisions made for the revocation of license of such operators, if they refuse to recognize the regulations."

Sources of Production Credit

Porter R. Taylor of the Federal Farm Board read a paper on sources of production credit available in fruit and vegetable areas of the east

and southwest and their relation to marketing. He declared that "the trend of future development in the production credit field will depend greatly upon the situation of local banks and the requirements of new legislation which will govern their future operations. If highly restrictive regulations are made effective in order to increase the liquidity of deposits, it is possible that such banks may be forced to take a much less prominent position in furnishing funds for production credit purposes. Fertilizer manufacturers and supply dealers are operating on a restricted basis because of the financial situation and the difficulty of making collections. *** The volume of loans by governmental agencies, in the fruit and vegetable field, is much smaller than is commonly supposed.***The chief source of funds available to marketing agencies has been loans by city banks, which funds were in turn advanced to growers. During the past year, the quality of such funds has been reduced by the curtailment of such credit by banks.***There is considerable criticism of the cost of production credit, and frequently such criticism is justified. On the other hand, the hazards of production financing are much greater than the risk of ordinary loans. The problem of collection also is important. Fertilizer manufacturers are making arrangements with marketing agencies in order to secure the collection of advances before final settlement is made with the grower for the proceeds of his crop."

Egg Yolk Visibility

Thomas W. Heitz of the Bureau of Agricultural Economics declared that the Federal grades do not discriminate against dark colored yolks in eggs. As to yolk visibility, he said that he is unable in every case to tell a light from a dark yolk in front of the candle; that in many instances a light yolk may cast a dark shadow, depending on its position within the shell. In formulating egg standards, he stated, we must keep in mind the real worth of the egg judged by eating quality and appearance. Edwards of Connecticut declared that tests in that State corroborate Mr. Heitz's statements regarding the difficulty of determining yolk color in front of the candle, except possibly in the extremes of visibility. He said there was need for this type of research, and declared in general that "in the marketing field we need more service research rather than fundamental research.***There is need for uniform regulations for candlers, and uniform grading equipment."

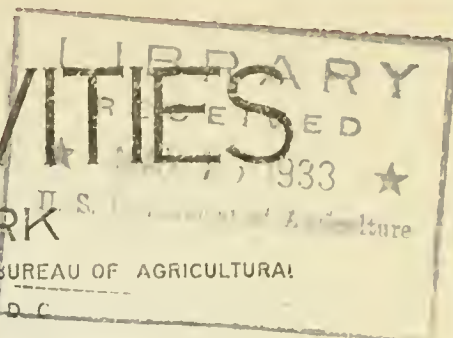
The Executive Committee of the Association met Secretary Wallace on the morning of the 25th, and were assured by the Secretary of the Department's continuing cooperation with the States in marketing research and service.

George A. Stuart, Director, Pennsylvania Bureau of Markets, was elected as Chairman of the Atlantic States Division for the ensuing year, and Webster J. Birdsall, Acting Director, New York Bureau of Markets was elected as Secretary

MARKETING ACTIVITIES

AND OTHER ECONOMIC WORK

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May 3, 1933

Vol. 13, No. 18

THE WEEK IN THE MARKET BUREAUS

TENNESSEE Division of Markets reports that the fruit and vegetable standardization program in that State began this season with the movement of strawberries about May 1. Approximately 80 per cent of the tonnage in the Tennessee territory is signed up for Federal inspection. The East Tennessee territory which has not heretofore come in for Federal standardization "in a big way" has signed up approximately 90 per cent of its tonnage. The Middle Tennessee territory is not taking advantage of this service this year and has not since 1930. The cabbage and tomato crop this year is expected to be about the same size as in 1932.

NEW JERSEY Department of Agriculture reports that it will carry on an intensive campaign against the Japanese beetle this summer through the use of 3,500 traps in areas of particularly heavy beetle concentration. Many 40-quart traps will be used.

Secretary William B. Duryee of the department has resigned as director of the Regional Agricultural Credit Corporation, since "state duties do not permit him to continue to devote necessary time and energy to the corporation now that it has passed through its formation period."

CONNECTICUT Department of Agriculture announces that compulsory candling requirements have been removed from the requirements for Connecticut Special Eggs, but that no eggs shall be sold as Connecticut Special or Connecticut Extra which do not in fact conform to the requirements of U. S. Special or U. S. Extra Grades. Eggs sold as Connecticut Special or Connecticut Extra shall bear a certification on the end of the case stating that the eggs have been sampled by an inspector of the State Department of Agriculture and found to meet the requirements. A complete description of the grades may be obtained from the Connecticut Bureau of Markets, Hartford, Conn.

PENNSYLVANIA Department of Agriculture announces changes in the State feeding stuffs law, effective September 1. Instead of paying \$25 for each brand of feed registered, a fee of \$5 will be required for the registration of each new brand and kind of feeding stuffs registered with the Department. An amendment to the State Fertilizer Law, recently passed by the General Assembly and approved by the Governor, increases the standard of complete fertilizers from 14 to 16 units of total plant foods.

NEW HAMPSHIRE Department of Agriculture is asking readers of its Weekly Market Bulletin whether they would be willing to pay for it

as a yearly subscription. The State Legislature wants to make the bulletin either partially or entirely self-supporting.

CALIFORNIA Department of Agriculture says that the purity of market milk, ice cream and other dairy products sold in that State is gradually approaching a 100 percent standard.***A significant revival of mule shipments into California is noted by the Department.***A total of \$67,152, or an average of more than \$5,000 a month was recovered for California growers in 1932 by the Department through negotiating claims against cash and consignment dealers.

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MINNESOTA LAMB GROWERS PROFIT BY GRADING.

Thirty-three percent more lambs bringing packer top prices last year, was the result of a State-wide lamb grading campaign carried on by Minnesota extension services with the co-operation of railroads, commission firms, and stock companies, says Minnesota Extension Division. One hundred seventy-three demonstrations were held with 2,800 farmers attending. A survey revealed that in 31 counties, 1,218 farmers for the first time sorted out top lambs and marketed them at intervals during the finishing period, instead of selling them all at once without reference to condition. In 28 counties it was estimated that 1,070 farmers fed grain for the first time to all or part of their lambs with the view of getting top prices.

This educational campaign, says the division, enabled a large number of lamb producers to offset, at least in part, the low general price level for lambs by selling a larger proportion at top prices. It is planned to put on another drive this year.

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IOWA FARMERS REPORT LOSSES LAST YEAR.

Incomes shown in the Farm Business Association report of 87 farms in north-central Iowa for 1932, just released by Iowa Extension Service, reflect the low level of farm prices last year with an average loss of \$2,060 per farm in farm management return. The net cash income - the amount left for living and household expenses, life insurance, payments on indebtedness and other obligations - was \$260 as compared with \$969 in 1931. The net farm income, however, averaged a loss of only \$205 as compared with a loss of \$1,365 in 1931. The average returns for 87 farms per \$100 worth of feed fed to livestock the past year was only \$90, or \$8 more than in 1931. The income per sow was \$41 compared with \$60 the preceding year.

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UNITED STATES STANDARDS FOR PECANS have been issued by the Bureau of Agricultural Economics. The grades are U. S. Fancy, U. S. Extra No. 1, U.S. No. 1, U.S. No. 2, and Unclassified.

MASSACHUSETTS WARNS
IN BUYING SEED POTATOES.

A warning to farmers in buying seed potatoes has been issued by Massachusetts Extension Service. It is reported that some farmers this spring have been induced to buy potatoes labeled "Selected Seed Potatoes," possibly thinking they were getting "Certified Seed Potatoes."

"Certified Seed," it is pointed out, signifies that the seed came from fields inspected by State officials and found almost entirely free of disease, and that genuine Certified Seed bears a State inspection label.

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CALIFORNIA SAYS NEW
SHIPPING METHOD A SUCCESS.

Experiments to determine whether California fruits can be shipped to Europe in sulfurous acid for commercial use in jams, preserves and marmalades have been successful says California University. Shipments of prunes, figs, apricots and peaches were made in barrels to Germany in 1931, and to England, Norway and Germany in 1932. All fruits reached destinations in good condition. In England, apricot and fig jams were prepared from the barreled shipment by a well-known manufacturer and sent back to Berkeley for examination. The manufactured products were of excellent quality, says E. M. Mrak of the University, and one European concern has asked for quotations.

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ILLINOIS SAYS GOLD POLICY
WILL NOT AFFECT ALL PRICES ALIKE.

Any benefits accruing to Illinois farmers from the government's new gold policy will be reflected first in the prices of such products as lard, which are produced for foreign markets, says Dr. L. J. Norton, Illinois College of Agriculture. Cotton is probably the best example of national farm products which will be most influenced by the new policy, he says.

"If wheat prices were not out of line with world markets, they would be directly affected, but the United States level of prices is now such as to make the wheat market a domestic matter," according to Dr. Norton. "Any product for which there is a speculative market, however, may be bid up in anticipation of improved outlets. This applies to grain and at this season of the year, to butter and eggs. On the other hand, commodities which must be sold currently to consumers will not be affected until whatever general stimulus the new policy may have in industry increases consumer buying power. Milk is an illustration of such a product. The speculative movements which such a change induces are likely to carry prices too high and to be followed by reactions."

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THE SECRETARY OF AGRICULTURE has revised the official grain standards for barley so as to define and provide grades for "Blighted" barley.

TREND IN FARM TAXES, PRICES OF FARM PRODUCTS, AND FARM REAL ESTATE VALUES

By H. R. Moore, Ohio Extension Service.

In 1900, taxes paid on all farm property in Ohio averaged \$0.49 per acre, farm real estate had an average value of \$42 per acre, wheat sold at \$0.71 per bushel, and the prices of other farm products were on a proportionate level. From 1900 to 1915 the trends in taxes, real estate values, and farm products prices were remarkably similar. Events since 1915 have upset this pre-war balance which, for purposes of price comparisons, is usually considered as normal. Farm taxes rose steadily to a peak of \$1.70 per acre in 1929, 238 percent of the pre-war price; prices of farm products fluctuated from the peak of 218 in 1919 to the low of 63 per cent of the pre-war price in 1932; farm real estate values reached the high point of 159 in 1920 and receded to 70 percent of the 1913 price - approximately \$55 per acre - in the first six months of 1932.

Following 1920, the net income from the land has been adversely affected by the relatively low price of farm products and by high farm taxes. Since 1929 the price of farm real estate has lagged behind the rather precipitous drop in the price of farm products. This lag might be caused entirely by marketing forces moving more slowly when applied to real estate, but the eventual effect on reduced taxes should not be ignored. The property tax of Ohio farmers averaged \$1.21 per acre in 1932, which was \$0.49 per acre less than three years before. This is a sharp reversal in tendency in property taxation. Provided the current plans for further revision of the tax system in Ohio can be continued, farmers have good reason to hope for further reduction in farm taxes.

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NEWS BRIEFS

NORTH CAROLINA Extension Service reports that many county agents in that State have received cuts of approximately 50 per cent in their salaries.

NEW YORK Experiment Station is issuing predictions on fruit blooming dates. Apple blossom time in western New York will begin about May 13 and should reach its peak on May 17, it is stated. It is predicted that pears will bloom about May 12, and that peaches at Geneva will reach full bloom about May 7.

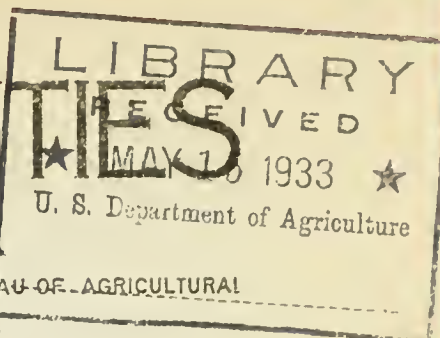
MORE FARMERS, up to and including April 27, borrowed money from the Government for crop production purposes this year than on the same date last year, but the total amount of their loans is substantially less than a year ago.

MIMEOGRAPHED REPORTS available from the Bureau of Agricultural Economics include: "Marketing Georgia Peaches, 1932 Season"; "Marketing Southeastern Watermelons, 1932 Season"; "Marketing North Carolina Peaches, 1932 Season"; "Marketing Arizona Cantaloupes, 1932 Season"; "Some Books on the What and Why of Depressions"; "Japanese Bean Production in Competition with United States"; "Group and Chain Farming in the United States - a Bibliography."

MARKETING ACTIVITIES

AND OTHER ECONOMIC WORK

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Vol. 13, No. 19.

THE WEEK IN THE MARKET BUREAUS

FLORIDA Marketing Bureau reports that in the first quarter of this year, 5,985 cars of fruits and vegetables received Federal-State shipping point inspection, and that the bureau gave special marketing advice or assistance in the movement of 1,275 cars of fruits and vegetables in that period. The bureau collected \$6,650 in claims for 68 shippers. Other activities included the distribution of market news, assistance to shippers in filing claims under the Perishable Agricultural Commodities Act, participation in marketing conferences, distribution of lists of "reliable dealers" to 283 shippers, dissemination of information as to the commercial standing and reliability of produce buyers and dealers, and assistance to farmers in making cooperative sales.

VERMONT Division of Markets announces nearby issuance of publications now in preparation, entitled "Vermont Crop and Livestock Review for 1932"; "The Vermont Turkey Deal, 1932"; "Official Vermont Grades on Farm Products", and "List of Registered Producers."

NEW JERSEY Bureau of Markets has issued a mimeographed report on the "Production and Movement of Truck Crops, New Jersey and Competing Areas." The object of this summary "is to acquaint New Jersey vegetable growers with the recent economic changes that have taken place in the industry."

MARYLAND Department of Markets is doing research with a view to making definite recommendations during the coming year as to the canning of maple syrup in glass. The department says that "it is felt that this method of distribution will increase the revenue to the producers from 50 to 100 per cent.*** In Garrett County, the department has inspected 5,000 bushels of seed potatoes in bins, and about 800 sacks were officially tagged and sealed.***The department reports that "it is understood that the Pennsylvania Railroad Company has recently announced a temporary freight rate covering the movement of the 1930 crop of strawberries from the Del-Mar-Va peninsula section. The new rate applies to shipping points from as far north as Selbyville, Delaware, and as far south as Exmore, Va. The new rate from Selbyville will be 35 cents per 55-pound crate with a minimum load of 10,000 pounds to the Newark-Jersey City group and 30 cents to Philadelphia. The rate from Exmore, Va., will be 33 cents for the Newark-Jersey City group and 31 cents to Philadelphia. The trains will be known as 'Strawberry Specials' and deliveries at the points named will be made on the same day of shipment. The fruit will move under ventilated service and not refrigeration.***

U. S. Dept. of Agriculture Library,
Attn., Miss Trolinger,
4 K Washington, D. C.

The department says that "according to recent reports, the importation of unwrapped apples in barrels will be permitted in the Argentine this year. Heretofore, apples in barrels could only be imported provided they were wrapped in stamped grease-proof paper but under an executive decree this has now been waived. It is also understood that it will not be necessary in the future for apples to be inspected by Argentine inspectors prior to their exportation from New York as was required the latter part of the season of 1932. Instead, the fruit will be inspected in accordance with the existing regulations upon arrival in the Argentine."

CONNECTICUT Department of Agriculture reports increased offerings of both poultry and eggs on the recently established Hamden and West Hartford auctions. Heavy broilers and colored fowl have been in greatest demand. Eggs sold at the auctions are graded for size and color and several lots have been sold as "candled" by the producer.

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IOWA SAYS GRADED EGGS
INCREASES FARM INCOME.

A price survey recently completed by W. D. Termohlen, Iowa Extension Service, shows that during the first three months of this year the average price paid for eggs in 42 county seat towns was 10 cents per dozen. In 26 towns buying on a graded basis, the average price was 10.34 cents a dozen. In 11 towns buying on a straight basis, the average price was 9.72 cents. The survey shows an advantage of practically two-thirds of a cent per dozen in favor of graded buying, or about 6 per cent. In five towns where eggs were bought on both graded and straight basis, the price was 9.8 cents per dozen.

It was found in a few cases that egg price levels were higher where eggs were bought on a straight basis rather than graded. Of the 26 graded buying centers, however, 54 per cent were above the state average, 31 per cent were average, and 15 per cent were below average. Of the places buying on a straight run basis, only 10 per cent were above average, 27 per cent were average, and 55 per cent were below average.

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NEW JERSEY FINDS QUICK-
FREEZING PEACH VARIETIES.

Research with quick-freezing has shown that some peaches developed by New Jersey Experiment Station are "outstanding" for this new method of preservation, New Jersey College of Agriculture has announced, adding that "most of the old, well known varieties turn dark in color when frozen and are of little or no value for quick-freezing." It is stated that the Eclipse, Oriole, and possibly others developed at the Experiment Station are well suited for quick freezing, and that "New Jersey, long recognized as a leader in the production of peaches for immediate consumption, may in the future assume a leading position in the production of peaches for quick-freezing."

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UNITED STATES STANDARDS FOR PEACHES and STANDARDS FOR TOPPED TURNIPS OR RUTABAGAS have been issued by the Bureau of Agricultural Economics.

TEXAS REPORTS ON CITRUS
ORCHARD MANAGEMENT SURVEY.

Most of the citrus fruit grown in the Lower Rio Grande Valley is "handled on account" and the grower does not have to bother with harvesting, hauling, cleaning, and packing the fruit, says Texas Experiment Station in a circular "Citrus Orchard Management in the Lower Rio Grande Valley", just issued.

Many growers, it is stated, deal with marketing organizations that perform the above-mentioned services and, in addition, sell the fruit for them. The amount charged for such service varies with the different organizations. The grower may receive exactly what his fruit brought, less the deductions agreed upon for picking, hauling, packing, and selling. In this case, the fruit is handled at his risk and is his fruit until it is disposed of and all bills paid.

"In the past, it has been possible for growers to sell their fruit to cash buyers, who bought the fruit on the trees at a stipulated price per pound. With increasing supplies of fruit, it has not been necessary for the buyers and shippers to take this risk, and in recent years, most of the fruit has been handled 'for the grower's account.' One should, therefore, not count on being able to dispose of any great volume of fruit by sale in the orchard.

"Some growers choose to pick, wash, pack, and sell their own fruit. For those growers who specialize in novelty fruits like tangelos, Temple oranges, tangerines, pink grapefruit, lemons or limes, such a method may be the best way of disposing of the crop."

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ALCOHOL IN MOTOR FUEL
WOULD AID AGRICULTURE.

Manufacture of alcohol from farm products would be an aid in taking care of agricultural surpluses and stabilizing markets, according to the United States Department of Agriculture. Corn would provide abundant supplies of suitable raw material for the production of alcohol, it is stated, and other farm products - wheat, rice, and potatoes - could be utilized when there were large supplies at low prices. With corn at 50 cents a bushel and gasoline at 13 cents a gallon, the use of 2 percent anhydrous alcohol would add about one-half cent to the cost of a gallon of motor fuel and would utilize about 112,000,000 bushels of corn and 22,400,000 bushels of barley. The use of 10 percent of alcohol would add 2-3/5 cents a gallon and utilize 560,000,000 bushels of corn and 112,000,000 bushels of barley.

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NEWS BRIEFS

A STRAWBERRY CONTAINER that held 24 pint boxes and had inside measurements 18x13½x6 inches was recently received on the St. Louis market. It contained two layers of 12 boxes each.

PROSPECTS of decreased acreages of peaches in the United States over the long term may justify some moderate additional plantings in Illinois, says Illinois College of Agriculture in its annual outlook report.

POULTRY FLOCKS in New Mexico are being greatly improved this year, reports New Mexico State College on the basis of increased sales of high grade chicks produced under supervision of the New Mexico State Poultry Association.

W. H. Hall of the Chicago office of the Bureau of Agricultural Economics says that "during his recent trip to Florida, he was "impressed with the tremendous quantity of fruits and vegetables being shipped by truck to points north." He encountered trucks loaded with oranges, grapefruit, celery, and cabbage all the way from Chicago to Florida, with the number showing a marked increase from Nashville southward. Retail grocers in Nashville, Chattanooga, Atlanta, Macon, and Valdosta, told him they were buying chiefly bulk fruit, either direct from the truckers or from the wholesale houses.

A DECLINE of nearly \$6,800,000,000 in gross farm income from 1929 to 1932 or about 57 percent is estimated by the Bureau of Agricultural Economics. Gross income from farm production in 1932 was \$5,143,000,000; value of products retained for consumption \$942,000,000; cash income, or the value of products actually sold, was \$4,201,000,000, and production expenses were \$2,899,000,000, leaving \$1,302,000,000 for farmers after production expenses were deducted. Gross farm income last year was the lowest in 23 years of statistical records by the bureau.

RISING PRICES of farm products carried the farm price index of the Bureau of Agricultural Economics to 53 as of April 15 - up 3 points since March 15, and to the highest figure since last November. The index on April 15 a year ago was 59. Volume exports of farm products in March had an index of 67 compared with 71 in February, and with 111 in March 1932. This year's March index was the lowest for that month in nineteen years.

RADIOCASTS now available in mimeograph from the Bureau of Agricultural Economics are:

- "Poultry and Egg Trends," by S.A. Jones.
- "Fruit and Vegetable Market Situation," by Wells A. Sherman.
- "The Trend of Farm Taxes," by Eric Englund.
- "April Grain Markets," by G.A. Collier.
- "April Poultry and Egg Markets," by Roy C. Potts.
- "Farm Population Reaches New High Record," by Dr. C. J. Galpin.
- "The Price Situation," by A.G. Peterson.
- "Grade, Staple, and Tenderability of Cotton Ginned in 1932,"
by F. H. Harper.
- "April Cattle Markets," by C.V. Whalin.
- "The Trend of Milk Production," by John B. Shepard.
- "The Condition of Winter Grains," by Joseph A. Becker.

ILLINOIS' 10,000 acres of small fruits have been one of the most dependable cash producers that Illinois farmers have had during recent years, says Illinois College of Agriculture.

"TURKEY RAISING" is the title of Farmers' Bulletin 1409 (revised), just issued by the U.S. Department of Agriculture.

MARKETING ACTIVITIES LIBRARY RECEIVED

AND OTHER ECONOMIC WORK

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ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

★ MAY 25 1933 ★
U. S. Department of Agriculture

May 17, 1933

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THE WEEK IN THE MARKET BUREAUS

CALIFORNIA Department of Agriculture has notified three "cash buyers" in San Joaquin County that they must stay out of the fruit business "until growers to whom they owe money are satisfied."

"This drastic move," says C. J. Carey of the department's division of market enforcement, "is necessary to keep irresponsible or insolvent operators from the field. No person who fails to pay growers on past contracts will be permitted to secure a license or registration card, either as principal or agent. Cash buyers who do not pay must stay out of the business until debts to growers are paid, and will not be allowed to set themselves up in business by using the proceeds from growers' fruit."

VIRGINIA Division of Markets reports an increase of 25 percent in poultry flock certification this season, "reflecting an increased demand for certified chicks". Certified hatcheries have reported to the division that chicks are moving well, with bookings "well ahead".

RHODE ISLAND Department of Agriculture reports that 8,486,620 "quality labels or tags" have been distributed in New England up to May 1, 1933 and 1,662,324 "labelled wrappers or containers." Massachusetts and Rhode Island lead the New England States in quantity of labels or tags sold, and Vermont leads in sales of labelled wrappers or containers. Products labelled or tagged are apples, asparagus, baby chicks, eggs, honey, jelly, maple products, potatoes, strawberries, tomatoes, and turkeys.

OREGON has modified quarantines on potatoes and other vegetables from California. One modification permits the movement of potatoes into Oregon provided the shipment is accompanied by a certificate signed by a duly authorized inspector stating that the potatoes are free from nematode and that no infestation of tuber moth appeared in either the product or the field in which it was grown, or that the potatoes have been subjected to vacuum fumigation under certain specified conditions. This modification has been interpreted by California Department of Agriculture to mean that shipments of potatoes may proceed without vacuum fumigation until the tuber moth appears in the field, after which the fumigation must be utilized.

NOTICE TO BUREAUS OF MARKETS

"MARKETING ACTIVITIES" continually receives requests from various State bureaus and divisions of markets for information regarding current activities of bureaus and divisions of markets in other States. The feature "The Week in the Market Bureaus" is intended to supply this information more economically than is possible by writing letters. It will have to be discontinued, however, unless more State bureaus and divisions keep "MARKETING ACTIVITIES" currently informed of what they are doing in marketing research and service, and as to new marketing events in their respective States. Copy must be received early each week to be included in that week's issue.

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ADVERTISING WOULD BE REGULATED
UNDER PROPOSED FOOD AND DRUG ACT.

Expansion of the Food and Drugs Act to include cosmetics and to regulate advertising of foods, drugs, and cosmetics is provided for in a proposed draft now being reviewed by the Department of Justice. The revision does not propose censorship of advertising in advance of its use, but to penalize false advertising by prosecution in the Federal courts. Such prosecution would be directed against the source rather than against the medium in which it appears. The truth or falsity of advertising would be measured essentially by the same standards as those used to determine the truth or falsity of label statements.

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PEEK STATES PRINCIPLES
OF FARM ADJUSTMENT ACT.

The sole aim and object of the Agricultural Adjustment Act is to raise farm prices, according to George N. Peek, Administrator. Generally speaking, he says, it is to raise farm prices to a point where farm products will purchase as much of industrial products as they did before the war, and to keep farm prices at that level.

The first step in administering the act will be to discuss objectives with industries and trades, and to gain their cooperation to that end. Charles J. Brand, former chief of the Bureau of Markets in the U. S. Department of Agriculture has been appointed co-administrator of the Act, and Mr. Peek has announced that "in administering this Act, we shall draw heavily upon the advise and assistance of Frank O. Lowden and B. M. Baruch."

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SEES OUTLETS FOR
MILLION PALES MORE COTTON.

Possibilities of increasing domestic consumption of cotton by approximately one million bales by the use of cotton in bags and bagging for agricultural products, in curing concrete, for nets and other uses in power laundries, and in many other ways, are seen by the Bureau of Agricultural Economics. The largest single item of increased con-

sumption, estimated at approximately 225,000 bales, would be in the use of cotton fabrics for baling raw cotton. Flour mills would use an additional 165,000 bales, it is stated, if they packaged their entire output in new cotton containers for both the wholesale and retail trade, and another 100,000 bales would be consumed annually if the sugar industry used cotton containers exclusively throughout the industry for refined sugar alone.

Consumer packaging of bulky farm products - potatoes, citrus fruits, onions, - is providing an important new outlet for cotton, says the bureau, estimating that more than 10,000,000 cotton bags were used for consumer packages of potatoes alone last year.

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GEORGIA RECOMMENDS MOTOR-
TRUCKING OF WATERMELONS.

Georgia Bureau of Markets says in its current "Market Bulletin" that effective May 1 the rates on watermelons from Georgia shipping points to practically all markets in Southern territory were materially increased, and that "negotiations are now under way with several large motor trucking concerns to arrange for handling this year's watermelon crop over the highways."

The rail rate from Moultrie to Nashville, says the bureau, has been increased by approximately \$50 per car based on an average loading of 27,000 pounds per car, and that similar increases have been made on shipments to Chattanooga, Memphis, New Orleans, Cincinnati, and other markets.

Max L. McRae, Director of the Bureau, says that "the negotiations now under way with the trucking lines indicate we will be able to have the melons trucked over the highways at slightly less rates than the old rates, and in addition to the saving in freight charges the shipments by motor truck will enable growers to sell less than a full car load at many points that are not in position to use a full car load."

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RABBIT PROMOTOR DENIED
USE OF THE MAILS.

The United States Post Office Department on April 15 issued a fraud order against the Eastern Rabbitry and Eastern Rabbitries, Inc., New Freedom, Pennsylvania, thus closing the mails to what Postmaster General Farley described as "a scheme for obtaining money by means of false and fraudulent pretenses."

According to Solicitor Donnelly of the Post Office Department, Alvin J. Keeny, the principal operator of the Eastern Rabbitry, admitted that the business was recently incorporated as the "Eastern Rabbitries, Inc.," so that he might evade responsibility on complaints arising out of obligations not previously fulfilled.

"In his literature," Donnelly states, "Keeny represents that persons can make from \$100 to \$175 per year from each doe, and that \$25,000 per year can be made from 200 breeders. Mr. Keeny has admitted that he has no basis for these claims.

"The evidence shows that the concern's guarantee to pay for all shipments within twenty-four hours is false." The department received many complaints from persons defrauded by Keeny.

CALIFORNIA MILK
INDUSTRY IN "CHAOS".

Some kind of State supervision of the California milk industry may be required to settle milk price wars in San Francisco, Stockton, Los Angeles, Oakland, and Berkeley, according to J. M. Tinley, associate agricultural economist in the University of California. In Winnipeg, he says, the milk industry is now under public utility regulation in the same manner as gas and electricity.

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CHICAGO FAIR TO DEPICT
AGRICULTURAL PROGRESS.

The exhibit of the United States Department of Agriculture at the Century of Progress Exposition which opens at Chicago, May 27, will depict the outstanding advance in American agriculture in the past one hundred years, and will emphasize the department's service to farmers and the public. The 18-unit exhibit will be in the Federal Building. The exhibits include model livestock farms, dioramas depicting insect control methods, and flashing transparencies that tell the story of thirty distinct activities in the field of agricultural economics. A diorama shows a great city market and port. The observer is informed by picture, models, and text how the Bureau of Agricultural Economics serves the public with crop estimates, market news, and farm products inspection. Other displays show the work of the bureau's foreign agricultural services, statistical research, land economics, and agricultural finance. Official standards for the principal crops and livestock are shown in model and color.

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STANDARDS for grades of canned tomatoes, standards for grades of canned snap (or stringless) beans, and standards for grades of canned peas have been issued by the Bureau of Agricultural Economics.

"BARLEY PRODUCTION in North Dakota" has been issued as Bulletin 264 by North Dakota Agricultural College. It is stated that about one-half of the barley shipped from that State to terminal markets is sold for animal feed.

RECENT BULLETINS issued by the United States Department of Agriculture are "Farmers' Response to Price in Hog Production and Marketing", and "Cold Storage Holdings, Year Ended December 31, 1931."

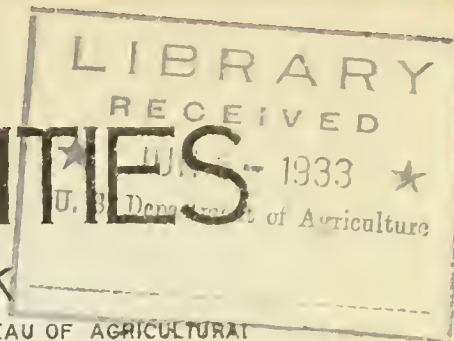
PRESENT EMPLOYEES of the U. S. Department of Agriculture will be used wherever possible in the Emergency Agricultural Adjustment Administration, George N. Peek and Charles J. Brand, administrators of the new Farm Act, have announced.

THE FARM OUTLOOK is better than at any previous time in four years, say G. F. Warren and F. A. Pearson of New York College of Agriculture. Prices of seventeen basic commodities have risen 24 per cent since the United States went off the gold standard on April 17.

MARKETING ACTIVITIES

AND OTHER ECONOMIC WORK

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May 24, 1933

Vol. 13, No. 21

NEW JERSEY SETS UP
MILK CONTROL BOARD.

The New Jersey Milk Control Board, recently established by the New Jersey Legislature, will issue regulations this week setting minimum prices effective June 1. The board will direct its activities toward securing for New Jersey an adequate supply of safe milk at reasonable price; putting an end to "vicious trade practices and cut-throat competition that have demoralized the milk industry," and procuring for all producers a fair proportion of the retail price of milk.

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NORTH DAKOTA SEEKS
BEEF IMPROVEMENT.

Forty-four beef improvement meetings will be held in thirteen counties of North Dakota next month, North Dakota Agricultural College has announced. First hand information on the beef cattle grading system used at the livestock markets will be made available at each meeting. Steers representative of the prime, choice, good, medium and common grades will be exhibited.

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AGRICULTURAL ADJUSTMENT
ADMINISTRATION STARTS ACTION.

Events have moved rapidly the past few days in organizing for action under the Agricultural Adjustment Administration. Recent appointments include Chester C. Davis of Iowa, as General Production Administrator; M. L. Wilson of Montana, as Wheat Production Administrator; Cully A. Cobb of Georgia, as Cotton Production Administrator, and Guy C. Shepard of Illinois, as Administrator in charge of trade agreements in the field of processing and distributing packing house products.

Representatives of twenty-five wheat growing, handling, and processing organizations will meet with officials of the Agricultural Adjustment Administration at Washington, D.C., May 26, for an informal conference at which they will make recommendations in applying the Act to wheat. C. A. Cobb, Cotton Production Administrator, left Washington on May 25 for the South, where he will confer with cotton producers and the trade, to ascertain how the Act should be applied to

cotton.

The Administration announced on May 23 that at a conference of four New England State Governors with Washington officials it was decided to put into motion the powers which might be brought to bear on New England dairying problems, and it was agreed that a regional administrator be chosen for the New England region. Following this selection, tentative marketing agreements will be drafted in consultation with New England producers, distributors, chain stores, and other interested agencies.

On May 23, a committee from Georgia brought to the attention of the Washington officials problems relating to the production and sale of fluid milk and cream in the territory adjacent to Atlanta, Georgia. Fred T. Bridges, Assistant Commissioner of the Georgia Department of Agriculture, will head a committee to work up a definite plan upon which to base tentative marketing agreements with producers and distributors.

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IOWA COMMITTEE SURVEYS EXTENSION ACTIVITIES.

A review committee at Iowa State College is making a study of the Extension Service of Iowa, aimed at serving Iowa agriculture more effectively and economically. The committee recommends closer coordination of extension work and other college activities; improvement of the personnel and teaching methods of the organization, and closer coordination of county extension activities with the work of public schools, vocational agriculture, and other local educational institutions. It suggests the creation of an extension cabinet composed of members of both the resident college and extension staff to determine the policies of the Extension Service and to review the work of the group much as does a board of directors in commercial organizations. A copy of the committee's report may be obtained from Iowa State College.

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ILLINOIS WANTS BETTER PACKAGING OF STRAWBERRIES.

Illinois Extension Service is urging strawberry growers in that State that because markets appear to be "draggy" this year, special attention should be given the grading and packaging of strawberries. Suggestions as to how to pick, grade, and pack the berries have been distributed. The berries should be kept cool, hauled under canvas to loading sheds, and shipped out the same day they are picked, says the Service.

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"SPINNING TESTS of Selected Bales of Sea Island, American-Egyptian, and Egyptian-Sakellaridis Cotton" is the title of a preliminary report now available from the Bureau of Agricultural Economics.

PUBLIC LAND ACQUISITION
POLICY IS OUTLINED.

Types of land the public should eventually acquire, why acquisition is needful, and the uses which such publicly owned lands would serve, are outlined in a report just issued by the National Land-Use Planning Committee and the National Advisory and Legislative Committee.

The report calls for economic classifications and programs for particular areas - for land-use planning. Major objectives in public land acquisition, listed in the report, are timber conservation, watershed protection, game and wild-life protection, satisfaction of wants for scenery and recreation, regrouping of sparse populations now found in definitely submarginal areas with a view of economy in local government, and discouragement of resettlement of such lands.

Public land acquisition in the next few years will likely be largely by the tax delinquency route, as lack of public funds has practically halted purchases, the report says.

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PENNSYLVANIA COOPERATIVES
DID BIG BUSINESS LAST YEAR.

Sales statistics compiled by Pennsylvania Bureau of Markets show that Pennsylvania farmers transacted a total business of \$30,836,-619. through their cooperative associations in 1932 as compared with \$42,717,389. in 1931. Sales in 1932 were 27.6 percent less in value, but the volume or tonnage handled was nearly as large as in the preceding year. There were small declines in quantities of milk, fruits, vegetables, and wool marketed, as well as in tonnage of feed, fertilizer and seed purchased, but twice as many head of livestock and ten times as many eggs were marketed by cooperatives last year as the year before.

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NEW ENGLAND INSTITUTE
TO MEET JUNE 20-22.

The New England Institute of Cooperation will be held June 20 to June 22, inclusive, at Connecticut State College, Storrs, Conn. A tentative list of speakers includes E. J. Nourse of the American Institute of Cooperation; I. G. Davis of Connecticut State College; Frederick V. Waugh; L. A. Bevan of Massachusetts Department of Agriculture; H. B. Rowe and A. E. Cance of Massachusetts State College, and others.

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MARYLAND EXPRESS RATES
ON STRAWBERRIES ARE CUT.

Having read an announcement regarding reduced freight rates on strawberries from the Del-Mar-Va peninsula, in a recent issue of "MARKETING ACTIVITIES", J. H. Butler of the Railway Express Agency has requested publication of the following announcement:

"The Railway Express Agency announces a temporary reduction

in its rates on strawberries in carload lots, minimum weight 15,000 lbs. effective June 8, 1933, expiring July 15, 1933, unless sooner cancelled, changed or extended, applying on traffic from the Del-Mar-Va peninsula to principal marketing cities in New England and Middle Atlantic States (except Virginia) and similar points in Ohio, Indiana, Illinois, and Michigan."

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NEW JERSEY STARTS GRADING WORK.

New Jersey Department of Agriculture has inaugurated its 1933 cannery inspection work by grading all asparagus being purchased by one of the State's leading canneries. Increasing demand of consumers for green rather than white canned asparagus has stimulated the canning of the New Jersey crop, says the department.

The New Jersey department recently promulgated "N. J. No. 1" grade for cannery asparagus. It requires that the stalk must be green for at least five inches and must be straight and unbroken. The grade includes asparagus of three different sizes: large, medium, and small.

The department this summer will grade all tomatoes delivered to the four New Jersey canneries which last year bought 151,140 tons of cannery tomatoes on the basis of grades.

The department will collect fees to cover the cost of the cannery grading work.

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ILLINOIS FARMERS USING MANY TRACTORS.

Illinois Extension Service reports that "a count made one week disclosed that there were more than two-thirds as many tractors being operated in the field as there were horse outfits. On the basis of the number of tractors actually owned by farmers, there should have been three or four horse outfits to each tractor operating."

The Service notes also increased buying of fuel and oil this spring by farmers in Champaign County. It is stated that the lateness of the season has been a big factor in causing farmers to bring out tractors, and that "many of them have been operating long hours." The increase in price of feedstuffs is reported to be another factor operating to "put the tractor back to work."

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RADIOCASTS now available in mimeograph from the Bureau of Agricultural Economics are:

"How to Buy Hay," by W. A. Wheeler

"May Lamb Markets," by C. L. Harlan

"Wheat and Rye Crop Report," by Joseph A. Becker

"Comments on the Agricultural Situation," by A. B. Genung

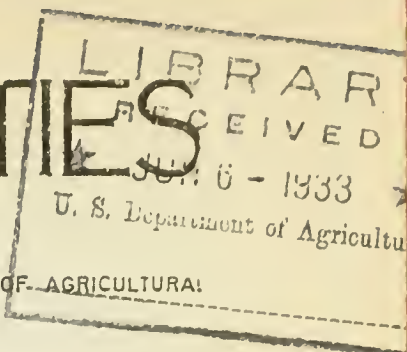
"Farm News from Foreign Lands," by J. L. Stewart

"RECENT ECONOMIC CHANGES and Their Effect on American Agriculture," an address by Nils A. Olsen at the Missouri Conference on Land Utilization, may be obtained from the Bureau of Agricultural Economics.

MARKETING ACTIVITIES

AND OTHER ECONOMIC WORK

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May 31, 1933

Vol. 13, No. 22

THE WEEK IN THE MARKET BUREAUS.

GEORGIA Department of Agriculture issued regulations on May 10 under the "Powdered Milk Bill" putting a tax of 5 cents a pound on every pound of powdered milk sold in Georgia and requiring every place that dispenses powdered milk in any form to display a large sign stating that powdered milk is used. When the regulations were issued there was a daily surplus of about 5,000 gallons of whole milk in Atlanta but since then the surplus has been consumed, according to Max L. McRae, director, Georgia Bureau of Markets.

The Georgia department is obtaining serum and virus at wholesale cost to farmers, and has inaugurated a program of training laymen in their use.

NEW JERSEY Milk Control Board has issued definite orders fixing minimum wholesale and retail prices for milk and cream, and specifying that producers should be paid at least 40 percent of the retail price received for their milk, effective June 1. The orders also establish standards for Grade A and Grade B milk.

The board announced that "by setting minimum prices and taking other steps to regulate the milk industry, it is proposed to put an end to vicious trade practices and cut-throat competition that have demoralized the milk industry of New Jersey." Copies of the orders, including minimum price schedules and other regulations may be obtained from New Jersey Milk Control Board, Trenton, New Jersey.

PENNSYLVANIA Bureau of Markets has been informed by the Railway Express of a reduction in express rates on egg shipments from more than 300 points in southeastern Pennsylvania. This is in addition to 200 shipping points in northern, central and northeastern Pennsylvania, to which reduced rates were applied three months ago. The rates, representing a 50 per cent cut from previous charges, apply on all egg shipments to New York City.

CALIFORNIA Division of Markets reports that in the first three months of operation this year, the Santa Clara County Milk Trade Board has saved the dairy industry of the County \$30,000, of which amount the producers have received approximately \$17,000, leaving a net saving to the distributors of \$13,000. Distributors have saved a large amount, in addition, through decreasing bottle losses by requiring a deposit on store bottles, and through reductions in wages by the elimination of paid solicitors. Milk Arbitration Boards are functioning in San Francisco County and Los Angeles County, also.

NEW JERSEY Bureau of Markets reports that Cedarville Farmers' Action Market, which does about \$500,000 worth of business a year, was opened for the season on May 25. The movement of strawberries is just beginning in New Jersey, and the Cedarville Auction is planning to have several Federal-State inspectors for line inspection and car-door and truck tail-board inspection.

Rosenhayn Farmers' Auction Market opened on May 28, selling strawberries and lettuce. Peas will start coming in the last of this week. This is the sixth year for the Rosenhayn Auction.

Two new auction markets, one at Hightstown and the other at Swedesboro, have been organized. Governor Moore will sell the first load of strawberries at Hightstown on June 2. The Swedesboro market will be opened at the beginning of the tomato season, about the first week in July, to sell tomatoes, cantaloupes, eggplant, peppers, and sweet potatoes. These new markets are in heavy producing areas, and should be a success from the start, says W. W. Oley, New Jersey Bureau of Markets.

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WITH THE AGRICULTURAL ADJUSTMENT ADMINISTRATION

Highlights of the past week in the Agricultural Adjustment Administration included the appointment of Oscar Johnson of Mississippi as finance administrator; former Senator Smith W. Brookhart of Iowa as special advisor to make factual studies intended to be of service as between business men of the United States and eastern European business interests in the expansion of markets for American farm products, and Glenn McHugh of New York City as special assistant to Administrator George Peek.

The Administration announced that it would hold its first formal hearing under the Act, at Washington, June 5, on the proposed marketing agreement by the Chicago Pure Milk Association, the Milk Council and the Chicago Milk Dealers Association. The proposed agreement relates to prices, practices and conditions in the marketing of fluid milk in the Chicago metropolitan area.

Representatives of the Nation's wheat industry, from growers to bakers, met in conference with agricultural adjustment administrators on May 26 and 27, and signified their intention of cooperating to the utmost in attacking the wheat problem. Several of the groups favored the voluntary domestic allotment plan. Representatives for the baking industry pledged that the bakers would not use a processing tax as an excuse for pyramiding the price of bread, and would pass on only the amount of the tax. The conference was held only to obtain the views of the various groups in making the Act effective for wheat, and further meetings will take place.

The Administration announced on May 26 that the cotton textile industry has organized to study the application of the farm adjustment act to its business and has launched an immediate survey within the industry to submit recommendations to the Agricultural Adjustment Administration.

Six of the leading milk markets in the country - Atlanta, Boston, Chicago, Cincinnati, Los Angeles, and Washington, D. C. - have applied to

the Administration for assistance in meeting milk price and trade problems in the respective regions. It is expected that about fifteen fluid milk markets will eventually ask for assistance. On the 26th the Administration announced that evaporated milk manufacturers are preparing to submit a tentative marketing agreement under the regulations governing the Act.

Representatives of the cotton industry have been invited to an informal conference in Washington on June 3, by George N. Peek, administrator of the Farm Adjustment Act, to present their suggestions on the application of the Act to cotton. The meeting is the first of a public nature on cotton, under the Act. It will bring together representatives of general farm organizations, national cooperative associations, ginners associations, and other trade groups through to the textile industry.

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NEW JERSEY POTATO GROWERS AGREE ON MARKETING PLAN.

Central Jersey potato growers who have more than 5,000 acres already planted have agreed to sell their 1933 crop through the central marketing agency which is being advocated in New Jersey as the most important part of the "new deal" needed to place the potato industry on a profitable basis, New Jersey Experiment Station has announced. Efforts will be continued until June 5 to enlist the support of more growers in the plan, and unless 85 percent of the total of 20,000 acres of potatoes in Monmouth, Mercer and Middlesex Counties are signed up by that date, the plan will be dropped. It is hoped by sponsors of the plan that establishment of a central marketing agency will eliminate ruinous price competition which in past years has demoralized the central Jersey potato industry. The central marketing agency provides for a uniform price for graded potatoes, and also for agreement on the part of growers to stop digging when the supply of potatoes is in excess of the market demand.

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IOWA CAMPAIGNS FOR EGG QUALITY IMPROVEMENT.

A series of meetings will be held this summer by extension poultry husbandry and marketing specialists of Iowa State College with the objective of counteracting the effects of summer heat, which lowers the quality of Iowa eggs and causes direct losses of more than \$2,000,000 to Iowa farmers during June, July and August. Breeding, feeding, management and care and selling of eggs in order to improve quality will be discussed at the meetings.

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MINNESOTA TO HAVE MANY SUBSISTENCE GARDENS THIS YEAR.

More than 50,000 needy persons in Minnesota are receiving help from the State and County Agricultural Extension Services in growing subsistence gardens this year. The Extension Services have surveyed the situation in the counties, listed adapted varieties of garden crops, determined the quantity of seed needed per family and per county, assisted

in allotting this seed, provided garden plans and planting instructions, and in other ways furnished the necessary technical advice. There will be an educational campaign to instruct the gardeners in the best ways of canning and storing their products for winter use. The work is expected to lessen materially the relief burden on county and federal agencies.

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PLAN FOR ADJUSTING
GRAZING FEES ANNOUNCED.

Following a study by the United States Forest Service to determine the practicability of relating grazing fees on the National Forests to the market prices of livestock, Secretary Wallace has announced approval of the following method of adjusting the grazing fees beginning in 1933:

(1) That the average National Forest grazing fees of 14.5 cents per head per month for cattle and 4.5 cents per head per month for sheep in effect during 1931 be used as the basis for making adjustments in the fees each year in accord with fluctuations in livestock prices; (2) that the grazing fees to be paid each year be adjusted so that the fees for any given year will bear the same ratio to the 1931 rate as the ratio which the average prices received by producers in the eleven Western States for the year preceding the year for which the fees are to be adjusted bear to corresponding average prices during the period from 1920 to 1932 inclusive in the case of sheep, and during the period from 1921 to 1930 inclusive in the case of cattle; (3) that the cattle fees to be paid each year be adjusted on the basis of prices received for beef cattle as compiled by the Bureau of Agricultural Economics and that the sheep fees be adjusted on the basis of prices received for lambs as likewise compiled by the Bureau of Agricultural Economics.

The plan provides that 4.13 cents be considered the average price per pound of beef cattle for 1932, and 4.18 cents the corresponding price for lambs. The average fee for 1933 as thus determined will be 9.05 cents per head per month for cattle; the average fee for sheep in 1933 will be 2.05 cents per head per month.

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CROPS LATE AND PRICES RISING.

Natural and man-made factors have combined to raise prices of farm commodities, says the Bureau of Agricultural Economics in its current report on the agricultural situation. Crops are a week to ten days late; winter wheat is in the poorest condition on record; expectation of results from the farm relief law with its provisions for controlled production and for drastic monetary changes, has continued to influence wheat, cotton, hogs, and butter toward higher price levels. Foreign wheat prices have followed only a small part of the recent advance in domestic markets and have been influenced more by the large world supplies and slow demand from importing countries. It is expected that hog slaughter during the five months, May to September, will be slightly larger than in the corresponding period last year, but the present reduction in storage holdings of hog products compared with a year ago is expected to more than offset any increase in slaughter.

MARKETING ACTIVITIES

AND OTHER ECONOMIC WORK

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June 7, 1933

Vol. 13, No. 23

THE WEEK IN THE MARKET BUREAUS

MASSACHUSETTS Division of Markets will inspect, for the fourth year, strawberries for growers on Cape Cod. Directors of the growers' association believe inspection has helped producers improve the quality of their pack.****The division is receiving many requests for use of official State roadside stand signs; organization of an association to carry on roadside stand publicity and other features of the roadside stand program is planned.****The division has available a pamphlet "Receipts and Sources of Boston Food Supply", summarizing carlot and local receipts of perishable products, by sources and by months. Receipts and unloads of staples such as flour, coffee, sugar, and molasses are included.

ILLINOIS Department of Agriculture has issued quarantines against the European corn borer and chestnut blight.

CONNECTICUT Approved Roadside Marketing Association, Inc., is commencing its second season. The Association last year enrolled 43 members. Details may be obtained from Connecticut Bureau of Markets, Hartford, Conn.****The bureau has announced revised egg grades, effective June 1. The compulsory candling requirement formerly contained in the Connecticut Special grade has been removed, and the minimum weight requirements have been modified slightly to conform with present trade demands in New England. Specifications of the grades may be obtained from Connecticut Bureau of Markets.

VERMONT Division of Markets reports that a new pooling plan for marketing Vermont eggs will be tried in that State, whereby eggs shipped from different stations will arrive simultaneously at a pooling point where they will be Federally inspected and shipped to Boston, returns be made to producers on the basis of grade.

NEW JERSEY Milk Control Board has issued a general order establishing two milk marketing areas in the State, - one the section comprising Mercer, Burlington, Atlantic, Cape May, Cumberland, Salom. Gloucester and Camden Counties, and the other comprising all shore points between Barnegat City and Cape May and adjacent territories.

PENNSYLVANIA Department of Agriculture has just issued General Bulletin 517 which contains statistics on crop and livestock production, by counties, in 1932.

COTTON CONFERENCE YIELDS
VIEWS ON RELIEF MEASURES.

A conference of cotton producers, handlers, and processors was the feature of the past week of Agricultural Adjustment Administration activities. Leading textile manufacturers representing a majority of the industry declared that immediate steps should be taken for the abandonment of more than 20 percent of this year's cotton acreage. They endorsed the Bankhead amendment to the national recovery act now pending in Congress, which would appropriate \$200,000,000 for use by the Secretary of Agriculture in production-control of basic commodities this year. Immediate action to retire a part of the cotton acreage this year was advocated by most of the conferees.

Representatives of rice growing and milling organizations, meeting informally with Washington officials, urged early action through trade agreements, with eventual steps to control rice acreage.

Charles J. Brand, co-administrator of the Adjustment Act, declared at a hearing in connection with a proposed marketing agreement in the Chicago metropolitan milk region that "it is the duty of the Administration under the law to make milk production pay the farmer better, to get milk to consumers without excessive increase in price, and to see that the distribution system does not get more for its services than it is entitled to receive."

Marketing agreements and price schedules covering five milk marketing areas in Georgia have been filed with Secretary Wallace and a public hearing on the subject will be held at Washington, D.C., June 14.

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IOWA FARMERS
REDUCE LOSSES.

Because of lower operating expenses, higher crop yields, higher returns from feed fed to livestock and smaller inventory shrinkage, 563 farmers who kept records during 1932 in cooperation with Iowa Extension Service had a net farm loss of \$450 compared with a loss of \$818 in 1931. The net cash income was only \$530 in 1932 compared with \$1,006 the year before. Gross income per \$100 invested in 1932 was \$6.50 compared with \$7.89 the preceding year. The return per \$100 worth of feed fed to livestock was \$101 the past year compared with \$85 in 1931.

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WASHINGTON STUDIES
TRENDS IN APPLE INDUSTRY.

In a report on trends in the apple industry, Washington Experiment Station says that "the trend of total apple production in the United States has been downward since 1914; the trend of carlot shipments has been downward since 1923, and the trend of commercial production has been slightly downward since 1926. Because of the wide annual fluctuations in yield, however, large crops will continue to be produced, with resulting low prices."

NEW YORK TO TEST
FROZEN FRUITS.

Tests begun two years ago at New York Experiment Station at Geneva on the quick freezing of fruits and vegetables as a method of marketing farm products in practically fresh condition will be continued this summer, and center chiefly on peas, corn, and peaches. The station reports that "already a considerable acreage of peas is being grown in New York for marketing in a frozen condition, and as the process is developed it is expected to open up new outlets for many other farm products."

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LOUISIANA SAYS MOTOR
TRUCKING CREATES CHAOS.

"Every fruit and vegetable market in the South, including New Orleans, is in rather a chaotic state on account of the uncertainties that prevail because of the widespread practice of motor truck marketing of these products," says B. B. Jones, Louisiana Extension Service. "Local farmers," he continues, "feel the effects of competition provided by truck loads of vegetables coming here (Louisiana) from producing areas in other States. Local dealers miss the shipping orders they formerly had because trucks are now hauling the produce from here to consuming areas in other States. Dealers in the larger markets of this section hardly know what to buy because they never know when large truck loads of produce will roll into town and completely demoralize the market. Local farmers, buyers, shippers and dealers are all concerned about the future of the industry and demand that something be done to reduce to a minimum the great hazards that now exist because of the motor truck marketing of these products."

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TRADE BARRIERS HANDICAP
AMERICAN AGRICULTURE.

World trade barriers, both agricultural and industrial, are have distinctly adverse effects upon American agriculture, according to a report on world trade barriers in relation to American agriculture, prepared by the Bureau of Economics and transmitted to the Senate by Secretary Wallace. These measures, the report says, are not chiefly responsible for the agricultural depression but have greatly aggravated it and contributed to the distress of American farmers. Restrictions upon trade have been greatly intensified and it is increasingly apparent, says the bureau, that actions intended for the advantage of individual countries are resulting in cumulative damage to the trade and prosperity of all countries. Modification or removal of the restrictions, it is stated, would tend to reduce unwieldy world stocks of agricultural commodities and to give an incentive toward higher prices. "If all restrictions on wheat were done away with, the effect would be partly to reduce the carry-over and partly to raise prices, and once the carry-over was reduced, prices would receive the full effect. World wheat prices and hence prices in the United States would probably improve."

NEW FEDERAL FOOD AND
DRUGS ACT PROPOSED.

Secretary Wallace has submitted to Senate and House Committees on Agriculture a bill designed to supplant the present Federal food and drugs act. Among the provisions of the new draft are clauses giving the Government authority to prevent false advertising of foods, drugs, and cosmetics and to establish tolerances for added poisons in foods. Other provisions include a section which brings cosmetics within the jurisdiction of officials enforcing the Act, and which authorizes the Secretary of Agriculture to promulgate definitions and standards for foods, which will have the force and effect of law.

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NEWS BRIEFS

COLORADO recently enacted an egg grading law setting up standards for "Specials," "Extras," "Standards," "Trades," "Checks," and "Colorado Specials." Copies may be obtained from Colorado Extension Service, Fort Collins, Colo.

FEDERAL GRADES for southern shade tobacco, U.S. Type 62, have been issued by the Bureau of Agricultural Economics.

A NEW METHOD for detecting eggs that have been cleaned by the use of abrasives, washing, soaking, or other methods, has been developed by H. J. Almquist, University of California. Cleaned eggs, he says, have a much lower resistance to deteriorative processes because their first line of defense is destroyed.

FIFTEEN HUNDRED Illinois farmers had an average gross cash farm income of \$2,435 last year, or 57 percent less than the \$5,701 average of 1929, says R. R. Hudelson, University of Illinois. To meet the reduced income, the average account-keeping farmer cut his expenses for upkeep on improvements 74 percent; machinery expenses, including gas and oil, were reduced 61 percent, and hired labor 50 percent of the amount paid out in 1929. The average cut in taxes was only about 9 percent of the amount paid in 1929.

GENERAL-PURPOSE TRACTORS had an average expense of \$257 a tractor in 1932 on central Illinois farms, compared with \$286 a tractor in 1931, says P. E. Johnson, Illinois College of Agriculture. The tractors were used an average of 486 hours in 1932 with a cost of 52.8 cents an hour as compared with 514 hours in 1931 at a cost of 55.6 cents an hour.

"MARKETING HAY By Modern Methods" is the title of Farmers' Bulletin 1700, just issued by United States Department of Agriculture. "State Land-Settlement Problems and Policies in the United States" has been issued as Technical Bulletin 357.

MIMEOGRAPHED REPORTS recently issued by the Bureau of Agricultural Economics include "Marketing Western New York Peaches, 1932 Season," "Index Numbers of Prices Paid by Farmers for Commodities Bought, 1910-1932," "Estimated Numbers of Apple Trees by Varieties and Ages in New York."

MARKETING ACTIVITIES

AND OTHER ECONOMIC WORK

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

June 14, 1933

Vol. 13, No. 23

THE WEEK IN THE MARKET BUREAUS

CALIFORNIA Division of Market Enforcement reports that the Produce Dealers Act in the State has been amended to require all handlers of perishable farm products to secure a license from the State, and to be subject to the orders of the Department of Agriculture in all controversies between growers and dealers. The new individuals brought under regulation include all dealers who purchase farm products in any other way than by cash on the line, and the so-called "broker" or middleman, who handles neither the produce nor the money, but merely negotiates the sale. The law makes it necessary for all persons acting as agents for any dealer, merchant or broker to be licensed. The former Act required only commission merchants or consignment dealers to be licensed and to be subject to investigation by the Department of Agriculture.

C. J. Carey, chief of the Division of Market Enforcement, explains that "heretofore we have had jurisdiction only over consignments, but now any grower who has been unfairly treated under almost any arrangement can apply to the division for a review of his transaction." Carey has warned all wholesale handlers of farm products for resale to apply immediately for licenses as dealers under the new law.

MARYLAND Department of Markets inspected at Marion, Md., from May 17 to May 31, 131 cars of strawberries and 194 trucks of strawberries. ***The department reports that members of the Maryland Farm Roadside Market Association are making applications for use of official signs to identify their markeys as approved roadside markets, and that requests are also being received from these members for Maryland "quality labels" to be used in the sale of products.

VIRGINIA Division of Markets has officially inspected 3,345,920 pounds of salt herring at packing houses this season, certifying that the product meets official grade requirements. The division says that the demand for officially inspected herring has increased.

CONNECTICUT Department of Agriculture announced the opening on June 11 of an auction market at Manchester for the sale of strawberries and other farm products. The market will operate daily, except Saturdays, and average volume is expected to be about 2,000 crates of strawberries a day. This is the fourth auction to be opened in the State, following the successful operation of the New Haven strawberry auction, and two

live poultry auctions. One of the rules of the Manchester auction is that no person shall offer for sale, either in closed or open packages, any fruits or vegetables which are packed in such a manner that the face or shown surface shall not be a reasonable representation of the contents of the package.

VERMONT Division of Markets is asking persons who now receive its market news letter, published twice a month, whether they would be willing to pay a subscription price for the publication. The division says that the budget funds allotted to the division by the last legislature for the next biennial period will not carry the expense of the publication, and estimates that for 25 cents a year per subscriber (provided there are not less than 1200 subscribers) the service can be continued on its present basis. The news letter is now being sent to 4200 persons.

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ADJUSTMENT ADMINISTRATION
MAKES ADDITIONAL APPOINTMENTS.

Appointment of General William I. Westervelt of Chicago, Illinois, as Director of Processing and Marketing, and of Dr. A. G. Black of Ames, Iowa, as Acting Corn-Hog Production Chief, was announced by the Agricultural Adjustment Administration last week. Dr. Black will assist the formulation of initial policies for applying the Adjustment Act to corn and hog production and marketing problems, having been granted indefinite leave-of-absence from his duties as head of the agricultural economics department at Iowa State College.

A public hearing on marketing agreement, price schedules and contracts drafted and proposed for the Philadelphia milk shed will be held by Secretary Wallace at Washington, D. C., on June 19.

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FEDERAL COMMISSION
RULES ON TRADE PRACTICE.

The Federal Trade Commission, following a trade practice conference with the live poultry industry in New York late in January, recently announced as among the rules to be followed by the trade the following:

"Rule 6. The selling of goods below cost with the intent and with the effect of injuring a competitor and where the effect may be to substantially lessen competition or tend to create a monopoly or to unreasonably restrain trade, is an unfair trade practice."

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CALIFORNIA PUBLISHES
PART-TIME FARM STUDY.

After several years' study of the economic and social factors involved in successful semi-rural living, Los Angeles Chamber of Com-

merce has issued a comprehensive booklet on part-time farming, or the "Small Farm Home." The Chamber says that the need for sound cost advice on locating and purchasing a country property and the arrangement, planting and care of these intensive holdings are recognized in the booklet, which has been "compiled largely from practical surveys of established small farm homes."

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DETROIT BUREAU REPORTS
ON YEAR'S ACTIVITIES.

"A steadily increasing flood" of motor trucked produce has poured into the public markets of Detroit in recent years, says the Detroit Bureau of Markets in its annual report for 1932, just issued. The increase is attributed to the back-to-farm movement which has filled up the many vacant farms which existed in Michigan prior to 1930, the efforts by many general farmers to supplement their incomes by growing fruit and truck crops, and to the tendency of many truck crop growers to raise more than their usual volume of vegetables in order to increase cash income. But prices have declined rapidly, and it is reported that whereas in 1929 the average truck load of produce returned about \$60 to the grower, in 1932 the average return was only \$17.65, or a decrease of about 71 percent.

The bureau reports that early in 1932 the question of changing the rules of the local farmers' markets so as to deprive out-of-state growers of the market privileges continued to be aggressively agitated by a sizable group of Michigan producers, but that following the recommendation of the bureau and of the Public Welfare Commission, the Common Council definitely refused to pass such a restrictive measure. A request by local growers for reduced stall rentals on the public markets was also denied by the Common Council on the ground that such a reduction would shift to the local taxpayers a part of the cost of the market system at a time when taxpayers are as hard pressed as are the farmers.

The Detroit Bureau of Markets was created in the Department of Public Welfare in June, 1919. From that time up to 1930 there has been a steady expansion of public farmers' market facilities to meet the needs of the rapidly growing city. The bureau is charged with administration, maintenance, and general extension of public markets; it maintains a market news and price information service on products sold on the farmers' markets; it examines street vendors who apply for city licenses, and wholesale produce houses that desire to use the city sidewalks for the display and sale of fresh farm produce; it works with producers and city distributors of milk on the marketing problems that confront that industry, and with the local wholesale produce trade on all matters of mutual interest, and it is a contact point between city consumers and dealers and surrounding country producers.

The Detroit public market system is largely wholesale in character, approximately 83 percent of the produce offered by growers being sold to grocers, hucksters, and wholesalers, and 17 percent direct to consumers.

Copies of the current report may be obtained from G. V. Branch, Director, Municipal Bureau of Markets, Detroit, Michigan.

NEWS BRIEFS

A DIRECTORY of "Cooperative Marketing and Purchasing Associations in Oregon" may be obtained from George O. Gatlin, Extension Economist, Corvallis, Oregon.

NEW JERSEY farmers who turn to hop growing for "farm relief" are due for disillusionment, since "the crop may probably be raised more cheaply in other sections of the United States where the climate is somewhat more favorable and where labor costs are lower than in New Jersey," says H. R. Cox, New Jersey Extension Service.

FACTORS which influence the production and quality of Wiltshire Sides are set forth in Bulletin 263 on that subject, recently issued by North Dakota Agricultural College.

THE FALLACY that tare (bale covering) is sold at cotton prices has tended to prevent establishment of a net-weight cotton selling system in this country, says the Bureau of Agricultural Economics, pointing out that some cotton growers believe that by selling cotton on gross weight they make a profit on the bale coverings, whereas in fact they receive practically nothing for the coverings since the market price discounts the quantity of tare. The bureau has just issued a comprehensive report on cotton tare problems.

WORLD SUGAR SUPPLIES are smaller than at this time a year ago, a result, chiefly, of a reduction of 9 percent in this year's production, says the Bureau of Agricultural Economics. Nevertheless, stocks carried over into the 1933-34 season may still be abnormally large, says the bureau.

PURCHASE of forest land by the Federal Government, totalling 443,908.78 acres, has been approved by the National Forest Reservation Commission. Lands purchased under this program are situated within 28 existing national forests and purchase units in 16 States, and will be brought under administration by the Forest Service for permanent protection and development of the resources for public use.

LITTLE OR NO SAVING would be made by farmers marketing the domestic wool clip in a scoured condition, concludes the Bureau of Agricultural Economics following a study of that subject. On the contrary, says the bureau, it might work to great disadvantage and might be the means of actually decreasing net returns to producers. A mimeographed report of the study, made by Warner M. Buck, specialist in marketing wool, may be obtained from the bureau.

SEVERAL CARS of dry-pack lettuce recently arrived on the Salt Lake City market from Salinas district of California. Jobbers report they were forced to try this method of receiving lettuce, to compete with the truck movement which has taken most of their business.

RADIOCASTS by marketing specialists of the Bureau of Agricultural Economics, now available in mimeographed form, are "May Grain Markets," by G. A. Collier; "May Dairy Markets Review," by B. H. Bennett, and "May Poultry and Egg Markets," by Roy C. Potts.

MARKETING ACTIVITIES

AND OTHER ECONOMIC WORK

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June 21, 1933

Vol. 13, No. 25.

ELIMINATION OF THE MARKET NEWS SERVICE of the Bureau of Agricultural Economics on June 30, 1933, has been announced by Secretary Wallace, in order to come within appropriation limits of the United States Department of Agriculture during the next fiscal year.

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THE WEEK IN THE MARKET BUREAUS

NEW HAMPSHIRE Department of Agriculture has announced that beginning July 1 its Weekly Market Bulletin will be on a subscription basis of 40 cents a year. The Bulletin is a four-page printed sheet that reports farm market prices and conditions of interest to New Hampshire farmers, and contains the usual advertising exchange columns. The circulation is about 15,000 copies.

MASSACHUSETTS Division of Markets reports that a group of poultry farmers in Connecticut Valley are considering the establishment of an egg auction in Springfield, planned along lines similar to the auction in Brockton. At the Brockton auction the directors are considering the use of ice or some kind of refrigeration to keep the eggs cool up to the time of auctioning. Tests are being made to determine temperature conditions inside and outside the auction room.****The Division recently distributed to railroad stations, post offices, and other public places copies of a poster that depicts the injury to the fruit industry by the apple maggot.

FLORIDA Marketing Bureau has learned that some dealers in that State are having advertisements submitted for publication in its "For Sale, Want and Exchange Bulletin" by individuals who later turn over to the dealers any orders that may be received through this advertising. Commissioner Rhodes declares that the Bulletin is published for the benefit of farmers and growers, and was never intended to be available for advertising by persons engaged in business commercially, and is asking producers to cooperate toward that end, pointing out that use of the Bulletin by dealers is in violation of the regulations of the Bureau and of the Post Office Department.

GEORGIA Director of Markets, Max L. McRae, has announced that

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a conference of marketing officials of all the pecan growing States is to be held soon in order to work out satisfactory marketing agreements to secure benefits under the Agricultural Adjustment Act.

NEW JERSEY Department of Agriculture declares that the loss of thousands of dollars annually by New Jersey farmers could be largely averted if farmers would make sure that produce, milk and cattle dealers with whom they do business are licensed by the State Department of Agriculture, as required by State law.***The Department is distributing throughout the State 500,000 copies of a leaflet entitled "Snappy Milk Drinks For the Good Ol' Summer Time." It contains twenty tested recipes, and is part of the Department's campaign to call attention of consumers to the excellence of milk and other New Jersey farm products as nutritious and economical foods.

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ADJUSTMENT OFFICIALS ANNOUNCE WHEAT AND COTTON PLANS.

Announcement of wheat and cotton programs under the Agricultural Adjustment Administration featured developments of the past week in that field. Administration officials also announced the appointment of Frank A. Theis of Kansas City, Mo., as chief of the Wheat Processing and Marketing Division; Gordon C. Corbaley of New York City as an unofficial advisor on food distribution problems, and former Governor Theodore G. Bilbo of Mississippi to have charge of assembling current information records for the Administration from news, magazine, and other published sources.

A preliminary conference for the consideration of the application of the processing tax as relating to wheat met with Frank Theis on June 19 following announcement on the 16th of a three-year program to make the adjustment Act effective for wheat. Contracts are to be offered farmers for acreage reduction on 1934 and 1935 wheat crops up to a 20 percent maximum of their average for the past three years, with compensating payments to farmers in the years 1933, 1934, and 1935, the payments to be contingent on farmers making and fulfilling contracts to reduce their acreage of wheat in 1934 and 1935, if reduction is required. The plan is to be financed by a processing tax on wheat for domestic consumption, and the aggregate sum to be distributed to wheat farmers the first year is tentatively estimated at approximately \$150,000,000. Four regional conferences are to be held at Kansas City, Spokane, Fargo, Fargo, and Columbus during the next two weeks to secure information preparatory to putting the wheat adjustment program into operation.

Announcement of a plan by which cotton farmers may retire at least 10,000,000 acres of cotton land from production this season was made on the 19th. Cotton producers will be asked to sign contracts offering to lease a definite amount of their cotton acreage to the Secretary of Agriculture. The consideration offered the cotton grower for his land is contained in two alternative plans: (1) A cash payment in consideration of cooperation, based on the productivity of the land, and ranging from \$6 per acre for land yielding on the average around 100 pounds lint cotton

per acre to \$12 for land yielding on the average 275 pounds or more per acre, plus an option on government-held cotton in an amount equal to that which the producer agrees to retire from production, and at a price of 6 cents a pound; (2) a cash benefit without the cotton option, the amount of such benefit on a per acre basis, to range from \$7 for land yielding from 100-124 pounds per acre to \$20 for land yielding 275 pounds or more per acre. If a sufficient number of offers is received to insure effective reduction of production, and the Secretary announces his intention to pay benefits, a processing tax will be put into effect about August 1.

California dairy interests representing 80 percent of the State's total production and distribution of municipal market milk conferred with Administration officials on the 20th with a view to applying the marketing agreement clauses of the Adjustment Act to the California situation. Formal hearing was held on the 19th regarding trade agreements covering the milk industry in the Philadelphia area. On June 29 a trade agreement covering prices, trade practices, and conditions in the evaporated milk industry of the United States will be considered by Administration officials. On the 26th there will be a conference of dairy interests of the entire country, at Washington.

Tobacco farmers of New England, Pennsylvania, Ohio, and Wisconsin will receive payments for reduction in acreage of the 1933 crop, Secretary Wallace announced on the 17th.

Initial policies for applying the Adjustment Act to corn and hog production and marketing problems are being developed by Administration officials. Sugar growers and distributors will meet in an informal conference with officials on the 27th.

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NORTHWEST FRUIT GROWERS

ORGANIZE UNDER ADJUSTMENT ACT.

Preliminary steps towards organizing fruit growers of the Northwest under the trade agreements section of the Agricultural Adjustment Act were taken at Spokane, June 6, in an all-day meeting of 138 shippers and growers, representing Washington, Idaho, Oregon, and Montana, according to F. E. Balmer, Washington State College. The new organization is to be composed of shippers, buyers and handlers of tree fruits. It is to enlist in its membership a majority of the shippers, buyers and handlers of tree fruits, to the extent that a sufficient majority may be secured to encourage or permit the Secretary of Agriculture to make by-laws, rules and regulations mandatory upon the parties concerned.

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NEW JERSEY POULTRYMEN

URGED TO CUT COSTS.

With the price of feedstuffs going up and no prospects for a prompt rise in the price of eggs, New Jersey poultrymen should cut costs to the limit this summer and fall. Prof. Willard C. Thompson, New Jersey

Experiment Station, told farmers at Annual Field Day at New Brunswick, June 14. He stated that "consumption of eggs during May was 20 percent smaller than during the same month last year, and we must look for continued low consumption for some time. Feed costs are rising, there are large stocks of eggs in storage, increased sales of baby chicks this spring will increase egg production, and the Middle West is furnishing increased competition on eastern egg markets."

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NEWS BRIEFS

V. B. HART has been named acting director of agricultural extension at New York College of Agriculture to take the place, temporarily, of L. R. Simons on a six months' leave of absence.

SECRETARY WALLACE signed an order on June 14 providing for a new schedule of maximum livestock commission charges at the Kansas City Stockyards. It is expected that the new rates will save livestock shippers approximately \$135,000 a year.

CALIFORNIA has recently passed a bill that provides for the pro-ration of the production and marketing of agricultural crops in order to conserve the natural wealth of the State and prevent economic waste in marketing. If two-thirds of the producers in a district vote approval, a local commission will pro-rate to each farmer in the district the quantity of the commodity he may harvest and market.

STANDARDS for endive or escarole or chicory have been issued by the Bureau of Agricultural Economics. The grades do not apply to French endive or chicory which is marketed for its roots.

MARKETING DEALS now available in mimeographed reports by the Bureau of Agricultural Economics are "Marketing Northwestern Fresh Prunes, 1932 Season," "Marketing Colorado Peaches and Pears, 1932 Season," and "Marketing Michigan Grapes, 1932 Season." A mimeographed report has been issued, also, on "Truck Receipts of Fresh Fruits and Vegetables at Ten Important Markets for the years 1931 and 1932."

ECONOMIES in budget reductions at New Jersey College of Agriculture and Experiment Station have reached a point where they are destructive rather than construction, according to Dr. J. G. Lipman, dean and director. He reports that the budget slashes made last year would bring State appropriations to a point 40 percent below those of two years ago.

TURKEY RAISING under conditions of semi-confinement is dealt with in Bulletin 202 just issued by New Mexico Experiment Station. Experiments at the Station are reported to have proved "very satisfactory." Approximately 3.6 pounds of feed were required to produce 1 pound of gain on the turkeys included in the experiments, the birds being marketed at an average weight of 13.7 pounds.

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★ JUL 6 - 1933 ★

U. S. Department of Agriculture
OF AGRICULTURE

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THE WEEK IN THE MARKET BUREAUS

GEORGIA Bureau of Markets has issued regulations governing the sale and labeling of white wheat flour in that State. Sale of such flour containing more than one-half of one per centum ash is prohibited unless the product is marked "Low Quality Flour." Director McRae says that Georgia is the first State to adopt regulations covering this important food, and that since the passage of the law in Georgia many other States have become interested and plan to enact similar laws.

NEW JERSEY Bureau of Markets reports that its market news service will be readjusted to conform to the economy program of the Federal Department of Agriculture, but that an effort will be made to carry on the service by securing information from reliable private sources.

VERMONT Department of Agriculture has put its market news letter on a subscription basis of 25 cents a year. Director Dwinell of the Division of Markets reports that the division will have approximately only one-half as much money with which to operate its services this year as formerly, and that "some of the important services will have to be discontinued or placed on an entirely different basis."

NEW ENGLAND Association of Marketing Officials has received the report of a committee appointed by it to study roadside marketing in New England. M. H. Brightman of Rhode Island Bureau of Markets, commenting on the report, declares that the replies to the questionnaire sent out by the committee were not as numerous as were desired, but that the results obtained are rather significant. One prominent fact brought out is that as yet, "the roadside market sign and the New England quality label are not recognized by the buying public as much as is desired, and that a greater effort on the part of those using the New England label is necessary before the public becomes well acquainted with the merits of the program."

The committee concluded that "it seems fairly clear that the use of the State sign to identify farmers' stands has had little effect and that the New England label has made but small impression on the consumer of agricultural products. Massachusetts has had several years' experience in the use of a distinctive shield to identify farmers' roadside markets, but Maine, Connecticut and Rhode Island did not adopt the plan until 1932. It is therefore rather early to judge results in the three latter States. It is, nevertheless, quite significant that of 31 persons whose names were given as customers by the owners

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of certified roadside markets, less than half believed that they were buying from markets which displayed the shield and only 3 used the shield as a means of distinguishing farmers' stands from the others."

The committee recommended an intensive advertising campaign by associations of farmer producers, to feature the New England label and the roadside market sign.

NEW JERSEY Department of Agriculture declares that recent substantial development of the cultivated blueberry industry in that State is shown in the results of a survey just published by the department. The report has been published by the department as Circular 232.

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THE WEEK IN THE ADJUSTMENT ADMINISTRATION

Appointment of H. R. Tolley of the Giannini Foundation as chief of the Special Crops Section to direct the preparation of a program of relief for speciality crops not listed as basic commodities under the provisions of the Farm Adjustment Act was announced by Administration officials last week. Former Congressman J. N. Norton of Nebraska has been made field representative of the Production Division, and Carroll W. Dunning has been made executive assistant to Gen. William I. Westervelt, chief of the Processing and Marketing Division.

The Administration announced on June 22 that "whatever payments are made to wheat farmers on this year's crop under the wheat adjustment program will be made regardless of whether the crop is sold now or later."

Distribution of cotton contracts for signatures of producers desiring to cooperate in an acreage reduction program was begun on June 21. The document is labeled: "Offer to Enter Into Cotton Option-Benefit or Benefit Contracts." It constitutes a binding offer by cotton producers of a definite part of the acreage planted to cotton, and will become a completed contract when the Secretary of Agriculture gives written notice of its acceptance. "Cotton Week," began on the 26th, to open an intensive campaign to place the problem of the cotton industry before individual producers.

Dairy interests operating in the interstate milk shed centering at Evansville, Ind., are developing a marketing agreement and will apply for a public hearing before Administration officials. More than 350 delegates, representing all groups and divisions of the national dairy industry met with officials at Washington on the 26th. A public hearing on the proposed milk marketing agreement of the Michigan Milk Producers Association and dealers will be held at Washington on July 6.

Plans for applying the Adjustment Act to the 1933 Ohio-Indiana cigar tobacco crop, Miami Valley types 42, 43, and 44; to the 1933 Georgia-Florida shade-grown tobacco crop, type 62, and to the 1933 Pennsylvania and New York cigar tobacco crop, types 41 and 53, were announced by Administration officials on the 26th.

Representatives of all phases of the American sugar industry

held an informal sugar parley with Adjustment officials on June 27. Announcement of the organization of a committee representing the major food processing and distributing industries of the United States, to advise the Administration on conditions in the various industries concerned, was made on June 24.

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NEW MEXICO REPORTS ON
ECONOMICS RESEARCH.

New Mexico Experiment Station in its Forty-third Annual Report just released reports that the work of the agricultural economics department during the fiscal year ended June 30, 1932 dealt with the economics of sheep production, cost of producing and marketing New Mexico fruits and vegetables, a farm organization and related market outlet study in the Middle Rio Grande Conservancy District, and determination of the market qualities of New Mexico eggs. The results obtained in these projects may be secured direct from the experiment station at State College, New Mexico.

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IOWA SAYS FEWER EGGS
BROUGHT MORE MONEY.

Although calendar record poultry flocks during May produced fewer eggs per hen than in May, 1932, they made more margin between total receipts and expenses per bird because of slightly higher egg prices and larger receipts from late sale of hatching eggs, reports Iowa Poultry Extension Service. Average production of all flocks was 16.6 eggs compared with 17.7 eggs per bird for May, 1932. Total receipts per bird during May for all flocks averaged 23.9 cents with total expenses of 13 cents, leaving a margin of 10.9 cents per bird. The margin per bird for the same period a year ago was 7.9 cents.

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ILLINOIS REPORTS ON
CORN PRODUCTION COSTS.

Costs of producing corn averaged 28 cents a bushel in 1932 on a group of Champaign and Piatt County (Illinois) farms whose operators co-operated with Illinois College of Agriculture in keeping cost records. The corn was raised on land valued at an average of \$136 an acre and yielding 57½ bushels. The cost of 28 cents a bushel in 1932 compares with 42 cents in 1931 and 60 cents in 1930. A yield of 57½ bushels an acre coupled with a long open spring and fall, making it possible for most of the farmers to get their work done without hiring additional help, were principal factors in pulling down both the acre and the bushel costs in 1932.

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THE NEW YORK CITY MARKET received 12 percent more eggs from January to May of 1933 than in the same period last year, reports New York College of Agriculture. Middle-western states which supply about two-thirds of the eggs increased shipments about 16 percent; eastern states which supply about one-fifth of the total, increased by 40 percent; Pacific Coast states decreased 23 percent.

CENTRAL NEW JERSEY DEALERS
ADOPT MARKETING PLAN.

Central New Jersey potato dealers handling approximately three-fourths of the crop grown in that section of the State voted on June 23 to adopt the potato marketing plan recently drawn up by a grower-dealer committee representing the New Jersey State Potato Association. The plan provides for a central price quoting agency through which all sales of the 1933 potato crop in central Jersey will be made. The central office will be in Hightstown.

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NEWS BRIEFS

THE PRESENT SUPPLY of dairy cows in New York State exceeds the demand, according to C. G. Bradt, New York College of Agriculture. Many county farm bureaus report large numbers of cows listed for sale, with few buyers making inquiries; however, he says, more cows will probably be sold in the next few months than in the past few weeks.

ILLINOIS FARMERS on June 1 had what was perhaps the largest carryover of corn on their farms that they have ever had, but they stand to lose a smaller percentage of it by shrinkage than at any time during the past seven years, says George H. Dungan, Illinois College of Agriculture.

POWER AND MACHINERY on farms caused a reduction in labor requirements in wheat and corn production of more than 50 percent in some localities in the last 30 years and a considerably higher percentage since 1840, according to a survey made by the Federal Bureau of Agricultural Engineering.

MEETINGS of tobacco growers, buyers, and other tobacco trade interests will be held at Washington, June 28, 29, and 30, by the Bureau of Agricultural Economics, to review proposed standard grades for southern Maryland tobacco, U.S. Type 32.

THE EGG AND POULTRY AUCTION at Flemington, N. J. will do a business in excess of \$500,000 this year, says E. A. Gauntt, Hunterdon County (N.J.) Agricultural Agent. The auction has more than 1,200 members.

COTTON-TARE PRACTICES and problems are discussed in a preliminary report of a study by J. W. Wright and R. J. Cheatham of the Division of Cotton Marketing, just issued by the Bureau of Agricultural Economics.

HOUSEKEEPERS in increasing numbers are asking how they can use the Federal standards for food products when they are doing the marketing for their families, and managers of cafeterias and dining rooms, who buy in larger quantities, seem to be even more interested in using these standards. Caroline B. Sherman, Bureau of Agricultural Economics, deals with this subject in a paper entitled "The Consumer and the Standardization of Farm Products," just reissued by the bureau.